# THE FINANCIAL POST

*The Canadian Newspaper for Business Men and Investors*

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## ANNUAL REPORTS OF BUSINESS SHOW LARGER TURNOVER

### Volume and Value of Production Greater in Nearly All Cases

### STILL MANY FAILURES

### But Net Result of Year's Activities is Huge Spending Power Surplus

A major point of interest to business, in these closing weeks of the year, arises out of the publication of the annual statements of industrial and financial concerns—normally accepted as a reasonably reliable index of the trend of business, especially the statement of the volume of turnover, and output. Such statements are by no means unanimous in their verdict. While the favorable reports and returns definitely predominate, there are many still that are unfavorable.

The biggest business of the country is farming, hence the interest arising out of the financial statement of the farms of Canada, published this week by the Dominion Government. Beyond all expectations, the total farm revenue of the country is estimated at $1,112,691,000, an increase of 12 per cent. over last year's figure of $995.236,000. The 1925 crop is worth $213,465,000 more than the last big crop, that of 1923.

Turning to the manufacturing industries, the situation is much more diversified. The output of steel for the first ten months was 617,131 tons against 601,707 for the same period of last year, while pig iron produced this year, for ten months was 446,973 tons against 547.486 last year. Newsprint output to October averaged 123,309 tons against 112,866 last year. Building contracts for the first ten months of the year were $238,030.800 against $222,779,100. Measured in terms of volume carried by the railroads, car loadings, up to the end of November, roughly, were 2,660,210 cars against 2,635,083 last year. Grain accounted for the majority, but not all, of the increase. Business failures up to the end of November were 1,717 against 1,877 for the same period in 1924 and liabilities fell from $35,172,984 to $29,953,101. Employment is now close to the same level as at this time last year.

While most of the factors mentioned, from the published statements of the manufacturing firms of Canada, are definitely favorable, a more decided improvement has been expected by many, and for this reason one's attitude towards present business is determined accordingly. It is asked. and not without reason, why the number of failures is still so large after the prolonged period of liquidation through which we have been passing. It may also be noted that bank loans still fail to keep pace with the rising deposits, despite the large quantity required for crop financing. Such factors indicate that there are some features of business still to show improvement.

### The Position of Buying Power

Looking at the returns of the year from a standpoint of actual spending power in the hands of the buying public of the country, it becomes apparent that there is a much larger volume of money available for spending than at this time last year. The returns shown above indicate a huge net increase in volume, and the price levels have been as high or higher, in most cases, than last year. This means a large revenue surplus for business during the coming months. Elsewhere in this issue is shown The Financial Post Survey's estimate of the total spending power of the country by provinces. These facts are, on the whole, favorable; highly so. There is still the drag of the tax burden which will be accentuated rather than the reverse by the decision of the United States government to make drastic cuts in the income and other taxes. A reduction in the maximum surtax of from 40 to 20 per cent., and in all the normal tax rates will make it still more difficult for Canadian industry to compete with that in the United States. Washington has set an example which it will be difficult for our Government to overlook.

## Wrigley's Name Mentioned as Builder New Skyscraper

In connection with the proposed office building to be erected at the corner of King and Yonge Streets, Toronto, among others Wrigley & Co. have been mentioned as being interested in the project. This, however, has not been confirmed

## To Substitute N.S. Coke for American Anthracite

SYDNEY.—Following up the sympathetic action of the recent Winnipeg national conference, the Associated Boards of Trade of Cape Breton have appointed a strong committee to urge upon the government increased protection for eastern industries, particularly the coal trade of Nova Scotia. The general idea of the plan is to substitute Nova Scotia coke for American anthracite, thus building up interprovincial trade and at the same time freeing the central provinces from American fuel domination and the annual strike menace.

## *Other Taxes More Burdensome Than Three-Cent Postage*

OTTAWA.—What is back of the movement for reducing letter postage? It is puzzling the officials of the post office department and of the finance department. The three-cent rate is regarded here, and by business interests generally, as a most profitable form of taxation, in that it costs nothing to collect. The printing and handling of a three-cent stamp cost exactly the same as in the case of a two-cent stamp and the government collects 50 per cent. more money. Taxes must be raised. Postage revenue bears most heavily on business concerns, and business concerns generally would probably prefer maintaining a three-cent letter rate than to pay the same amount and incur the greater labor called for by stamps on cheques, receipts and other forms of nuisance taxes. They would also prefer, no doubt, to see a reduction in the income tax before any reduction in postal rates are made.

## LAURENTIDE AGAIN IN MERGER TALK

### Market Gossip Connects Company's Name With That of International Paper

MONTREAL.—There has been no news forthcoming to account for the rise in Laurentide. Rumors about the company continue to fly about; generally speaking, there are only two views held which would account for the sharp rise and the keen demand for the stock. One school of thought contents itself with believing that buyers have obtained a better realization of the predominance of the company in the Three Rivers section of Quebec, and also have realized that it occupies a key position with regard to other newsprint producers in the St. Maurice River valley—a position which will ultimately be felt by those who are willing to wait for profits. It is also felt that possibly a natural rise in the stock may have been helped on by artificial means.

On the other hand there are those who feel that other producers are negotiating with Laurentide—possibly the International Paper Company.

Whether this be so or not. it seems safe to say that the Laurentide management is in a rather difficult position with regard to denying or confirming these rumors for it is generally accepted that negotiations of one sort or another have taken place in the St. Maurice valley more or less continuously, and probably when any negotiations whatever are on, Laurentire will always be a leading factor.

In the past it is understood that Laurentide has been approached with a view to mergers. Possibly this is occurring at the present time, though this in no way indicates that the present negotiations, if any, will prove more acceptable to the management than have other offers made in the past.

## Politics Led to Stock Sales and Heavy Losses

The frank statement that the losses suffered by the people of Manitoba in the Hearst Music Co fiasco and the Farmers' Packing Co., were traceable to political influence, was made at the investigation in Winnipeg of the Manitoba Sale of Shares measure. P. A. Macdonald, who was Public Utilities Commissioner, and passed on all applications under the measure, said he had refused to allow the two companies to sell stock. "Political motives," he said were behind the amendments to the act which allowed for appeals against his decisions. This pulling of the teeth of the act led to the abuses and losses which were sustained by the flotation of these two enterprises.

## Quebec Pulp & Paper Merger Soon Complete

From Our Own Correspondent.

MONTREAL. — Legal formalities in connection with the formation of the Quebec Pulp and Paper Mills have delayed the actual handing over of the properties for a little longer than was anticipated, but The Financial Post learns that the fifteen separate interests which make up the new company are now signing the agreement whereby the properties are transferred to the Quebec Pulp and Paper Mills, the company which is the outgrowth of the difficulties of the Chicoutimi Pulp and the Saguenay Pulp and Power companies.

A week ago one of the company's dams burst and interrupted the operations of its mill at Val Jalbert, P. Q. It will resume operations shortly.

## *Premier Taschereau Builder of Goodwill*

QUEBEC. — The Chronicle-Telegraph says: "Whatever may be said of Liberal tactics in the heat of an election campaign, it admits of no denial that the Premier of Quebec stresses goodwill and interprovincial friendship in his official utterances more frequently than any other public man in Canada."

## Should Consult Leading Financial Experts on Plans to Retire Debts of Governments

### Important Step Has Been Taken by Ontario Which Could be Followed by Other Provinces and by the Dominion—Seven Years Since Armistice and Still No Plan to Take Care of War Debt

Apart from technical financial details the announcement by Hon. W. H. Price, provincial treasurer, of Ontario's decision to finance by serial bonds, and by following this system to retire the heavy public debt of the province in the next forty years, is perhaps the most important step yet to be recorded in public finance in Canada. Not only has Ontario thus set an example for the other provinces to follow, but the way has been pointed to budgeting the vast federal war debt in a practical, business-like way.

As The Financial Post has repeatedly pointed out, seven years have now passed since the signing of the Armistice and yet nothing has been done to set down a definite financial program by which the heavy financial obligations contracted during the war can be taken care of. There is perhaps no more important single task which Canada has to face than the discharge of this debt. During the next twenty years, war issues approximating $2,000,000,000 will become due and payable. It is inconceivable that these can be discharged as they mature, and yet nothing has been done to formulate a definite plan to take care of them. The very proportions of the task seem to have discouraged practical attempts at solution.

The practical step taken by Hon. Col. Price in formulating his plan was to call in representatives of the Canadian Bankers' Association, and the Canadian Bond Dealers' Association. In a word the minister took the advice of experts, and in so doing insured the co-operation as well as the endorsation of the big financial interests of the country through whose agency the funds of the people so necessary to the success of any program of public finance are largely secured. That is the example which Canada's minister of finance as well as the treasurers of other provinces might well follow. The difference between Ontario and Canada in respect to debt financing is very largely one of proportions. The serial bond is the instrument being employed by Col. Price; it might well be adopted also by Mr. Robb.

### Years of Planning

The step now taken by Col. Price for Ontario has been urged for a number of years by the Bond Dealers' Association of Canada. In a report made in 1923, the committee on Municipal Administration and Finance, of which MacKenzie Williams was chairman, urged the policy of paying as we go in public finance with serial bonds to replace the sinking fund method, as a definite suggestion to bring this about:

> We might adopt the policy of paying as we go and issue no further bonds by sinking fund methods. New issues might be made only by the serial method. Involved and difficult problems have practically forced all our larger issuing cities, such as Toronto, Ottawa. Hamilton, London, to cite only a few, to abandon sinking fund methods. Similar conditions have forced larger issuing bodies of the United States to abandon such methods. Just to cite an example or two, Chicago, New York, Boston, Philadelphia, etc.

In connection with this suggestion as applied to the Province of Ontario the inadequacy of the sinking funds under the system which had been followed was emphasized:

> Now, what will be the cost to the province and to the taxpayers of the province if the present sinking fund policy is continued? Such a policy will actually increase the average life of the present loans from fourteen and one-half years to fifty-one and one-half years, or, in other words, it will prolong the time required for the complete retirement of the debt by the difference between these two figures or thirty-seven years. Now, to deal with only one angle of the effect so produced, the present annual interest charges are, in round figures, $12,500,000. We can arrive at an approximation by assuming the same average rate for the thirty-seven years. The additional interest which the province must pay as a penalty for the inadequate provisions of the present amounts to no less than $462,000,000, a truly staggering total. Is this not an appalling condition?

### Applied to the Dominion

The application of the same financial principle of the serial bond issue to the Dominion debt was discussed in a report of the same committee of the Bond Dealers' Association of Canada in 1924. From this report the following definite proposal is taken:

> Looking at the aggregate of the Dominion debt it is hardly reasonable and quite impracticable to attempt retirement in such a period, but it will be conceded that a forward looking policy should be adopted and a definite objective set for the wiping out of our present obligations. If we face the problem with some degree of resolution and determination it would seem to be practicable to retire our present obligations about as follows:
>
> Dominion debt in 50 years, provincial loans in 30 years, and others in a 20-year period.
>
> Such a scheme would require annual sinking funds of:
>
> $16,580,000 in connection with Dominion debts,
>
> $13,750,000 in connection with provincial debts,
>
> $35,700,000 in connection with municipal debts,
>
> or approximately $66,000,000 per annum. These interest and debt charges are summarized as follows:

| | Interest | To retire in 20 years | To retire in practicable way |
|---|---|---|---|
| Dominion | $137,892,735 | $85,500,000 | $16,580,000 (in 50 years) |
| Provincial | 35,460,622 | 22,956,000 | 13,750,000 (in 30 years) |
| Municipal | 58,050,000 | 35,700,000 | 35,700,000 (in 20 years) |
| | $231,403,357 | $144,156,000 | $66,030,000 |

The strong points in favor of the serial bond for public financing are brought out by the finacial experts. The difficulty with sinking funds is that they are seldom provided on a

(Continued on page 12)

### Canada Should Call in Big Men

Ontario has planned to retire her debt in forty years on a plan set down by experts. Seven years have elapsed since the Armistice, and Canada is without a budget to take care of the obligations contracted because of the war. The Minister of Finance of Canada might well follow the example of the Provincial Treasurer of Ontario.

Canada's leading financiers and business men would undoubtedly be only too willing to give the benefit of their knowledge and experience. Men like Sir Joseph Flavelle, Sir Herbert Holt, Thomas Bradshaw, E. R. Wood, Sir Lomer Gouin, Sir Frederick Williams-Taylor and A. E. Ames would undoubtedly be able to give to the country the best available counsel in facing a financial problem of grave importance.

## *Smelters Directors Break Silence*

Perhaps the most interesting feature of the bonus declaration of Consolidated Smelters was that it led the heads of the company to break their long silence, as The Financial Post has been urging they should do. President Warren, in his announcement of the bonus, discusses at some length, as will be seen on the mining page of this issue, the advisability of interim statements of progress. He makes the point that annual statements are in detail to allow of shareholders sizing up the possibilities for the ensuing year. He fears interim reports may lead to speculative activities that would not be in the interest of the shareholders. A promising feature is that Mr. Warren promises to discuss the matter with shareholders at the next annual meeting.

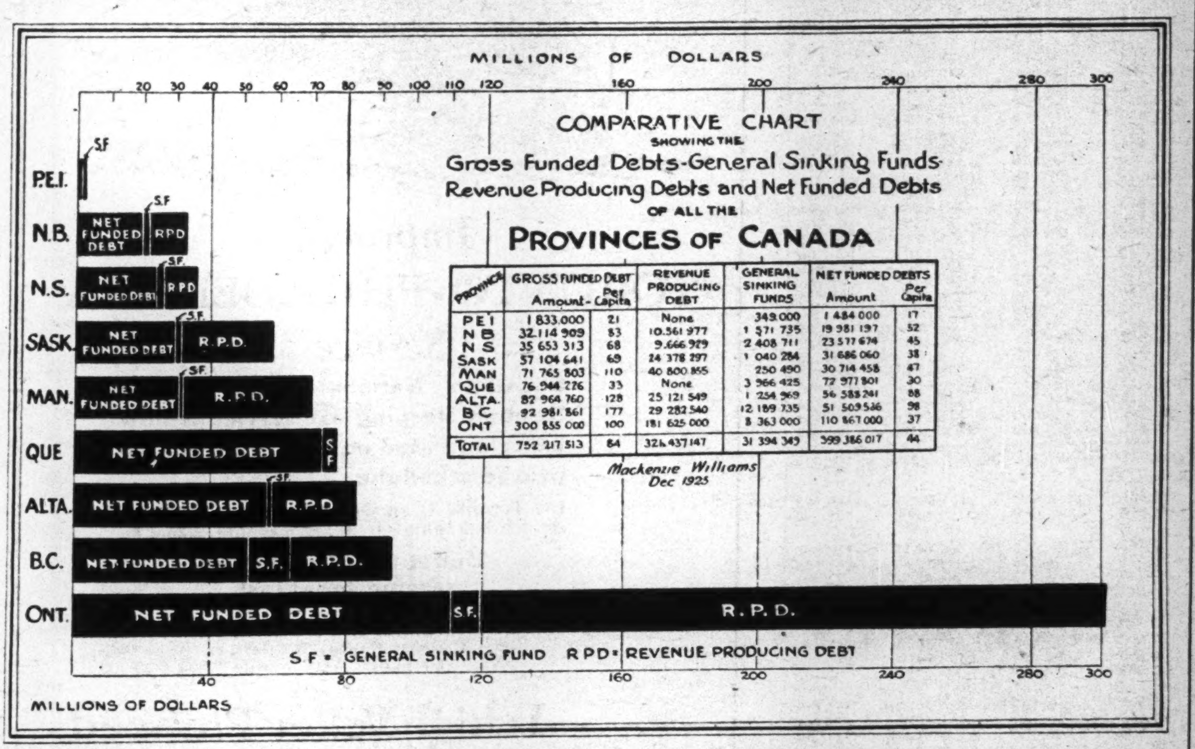
The rise in Smelters shares to close to seven times par value was not justified by the bonus declaration of $5 per share, so the conclusion to be reached is that the declaration was of a disappointing nature. The shares have acted well under the circumstances, the loss of 20 points after a rise of around 130 points being by no means severe. The stability of the market would indicate a belief on the part of shareholders that better things are to be expected later.

## Canadian Grain Sent by U.S. While Home Elevators Empty

HALIFAX.—Canadian grain exports are contributing to the growth and expansion of the United States, while to certain Canadian ports, the shipment of grain through their channels is a matter of life and death. According to statistics just published by the Dominion Government, of the 24,095,014 bushels of wheat exported to Great Britain in November, only 5 485,710 bushels were shipped via Canadian ports. The value of grain passing through Canadian ports was $7,559,552 against $24,974,071 shipped by way of the United States ports.

The seriousness of these facts from the standpoint of Canadian development is seen when it is taken into account that at least one of the Maritime ports, Halifax, is equipped with two grain elevators, one completed this year at a cost of more than $1,000,000 by the Canadian National Railways. Not one bushel of the Canadian crop has arrived at Halifax to give employment to the stevedores and to other labor in the area to build up a Canadian city and the capital of one of the Canadian provinces.

## The Need for New System of Public Financing



| PROVINCE | GROSS FUNDED DEBT Amount | GROSS FUNDED DEBT Per Capita | REVENUE PRODUCING DEBT | GENERAL SINKING FUNDS | NET FUNDED DEBTS Amount | NET FUNDED DEBTS Per Capita |
|---|---|---|---|---|---|---|
| PEI | 1 833 000 | 21 | None | 349 000 | 1 484 000 | 17 |
| NB | 32 114 909 | 83 | 10 561 977 | 1 571 735 | 19 981 197 | 52 |
| NS | 35 653 313 | 68 | 9 666 929 | 2 408 711 | 23 577 674 | 45 |
| SASK | 57 104 641 | 69 | 24 378 297 | 1 040 284 | 31 686 060 | 38 |
| MAN | 71 765 803 | 110 | 40 800 865 | 250 490 | 30 714 458 | 47 |
| QUE | 76 944 226 | 33 | None | 3 966 425 | 72 977 801 | 30 |
| ALTA | 82 964 760 | 128 | 25 121 549 | 1 254 969 | 56 588 241 | 88 |
| BC | 92 981 861 | 177 | 29 282 540 | 12 189 735 | 51 509 536 | 98 |
| ONT | 300 855 000 | 100 | 181 625 000 | 8 363 000 | 110 867 000 | 37 |
| TOTAL | 752 217 513 | 84 | 324 437 147 | 31 394 349 | 399 386 017 | 44 |

**In this graph the provinces are arranged according to their gross debts. The tabular matter should be carefully read in connection with the graphs. It is interesting to note that Saskatchewan ranks well in the per capita gross debt figures, only three provinces—Prince Edward Island, Quebec and Nova Scotia—having lower per capita figures. Another very striking fact is that Ontario's net debt is greater than the gross debt of any other province. Another striking fact is that British Columbia's sinking fund is over twice that of Ontario, which is the next province in order of magnitude of sinking funds.**

## FORDNEY TARIFF WAS NOT AIMED AT CANADA'S CATTLE

### Some Arrangement to Open Market Might be Worked Out

### MUST BE PERMANENT

### Imposing and Lifting Duties in the Past Has Disorganized Canada's Stock-Raising Industry

Special Correspondence.

WASHINGTON. — Canadian cattle raised by Canadian farmers are being sold on the Toronto market at prices averaging about 3 cents a pound less than similar cattle raised by American farmers are being sold at Chicago. This is an important difference in price. It represents the handicap Canadian farmers are suffering under because of what is generally known as the Fordney tariff. This difference in price emphasizes the benefits which would accrue to Canada through an arrangement between the two countries whereby Canadian cattle would find a market in the United States.

There is every reason to believe that the Fordney tariff is not aimed at Canadian cattle so much as stock from South America and Mexico. This being the case, it is believed that more favorable arrangement might be worked out, particularly as there has never been a time when official Washington has shown such a strong disposition to foster friendly business relations with Canada.

Canada not only desires access to the American market for her cattle but—and this is perhaps even more important—if and when such access is secured the arrangement should be of a permanent character. The imposition and withdrawal of duties has in the past seriously disorganized the whole Canadian cattle industry. This is because the American demand is for a different type of animal from that which can be successfully marketed abroad; and it takes about five years to work out such change of type by process of breeding and feeding.

Prior to 1913 when there was a duty against Canadian cattle entering the United States the Canadian breeders produced a finished type of animal for the export market. Then came the withdrawal of the duty and there was a change to the stocker and feeder type of unfinished animals for the American market, these going to American farmers who did the finishing. Canada with her cheap lands — particularly Western Canada — benefited through the production of this type on a large scale. The Fordney tariff again shut off the American market. Cattle of the type suitable for that market had to be sacrificed and the breeders were forced to return to the type suitable for export. In the years which have elapsed the situation has been slowly adjusted to the new conditions and the industry is now on a more healthy basis.

In brief, the situation is that Canada wants the American market for her cattle, but she wants it only with the assurance that it will be continued. Such assurance would be difficult to secure under the prevailing conditions where tariff policies may be altered by succeeding political administrations. There is reason to believe, however, that if the duties are not aimed chiefly at Canada, and in view of close trade relations, both countries would benefit from a treaty which would insure free entry of our cattle without the danger of change with each succeeding election.

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# The Trend of Business and Industry

Conducted by H. M. CAMERON, Statistical Editor, The Financial Post.

## CANADIAN GOODS NOW EXPORTED TO 100 COUNTRIES

### One of Many Products For Which Wide Markets Are Opening

From Our Own Correspondent.

OTTAWA.—Wheat is probably the best known product of Canada abroad, and at times there is a tendency to think that it is only by her natural products that she is making her way in the markets of the world. But though wheat is king, and paper is playing a large part in our export trade, there are plenty of other products of Canadian skill which are welcomed in all parts of the globe. The United States is our best market and the United Kingdom comes an easy second, but there are people using Canadian products in countries as far apart as Norway and Argentina, as Danzig and Ceylon.

Perhaps it will surprise many that Canadian candy is being eaten in sixteen countries or more. These include not only the markets in which we sell most generally, such as our immediate neighbors and the mother country, but as well Jamaica, the Barbados, Panama, Colombia, Australia and New Zealand, China and Japan. Canadian cigarettes, too, go to many of these countries, including the two last mentioned, and also to British South Africa.

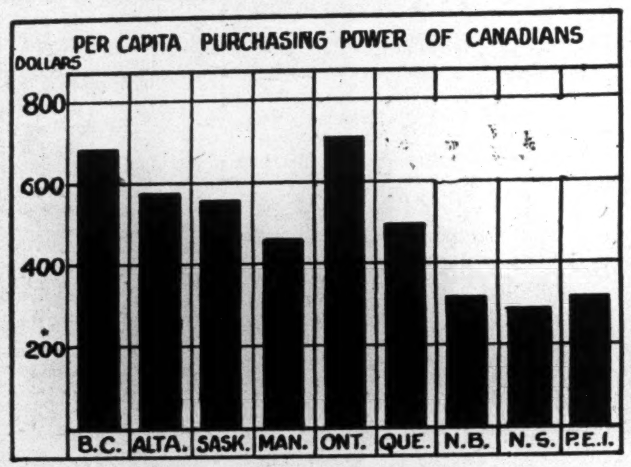
Canadian cheese and Canadian fish, we are accustomed to think, go into thousands of homes in various countries; but perhaps it will surprise some that no less than forty-eight lands take the latter in such quantities as to justify special mention in the trade returns. The canned salmon of British Columbia holds the palm in this group, and is eaten not only in the West Indies and South America, in Italy and in Japan, but in Siam and in the Isles of the Sea.

We are not accustomed to look upon Canada as a great textile producer, but Canadian cotton dock is bought not only in the United States and in South America, but in Fiji and Japan, in Panama and in Sweden. Canadian toilet soap cleanses the hands of the United Kingdom, of the United States, of Australia, of Belgium, of Holland, of Japan, and of Ireland, Jamaica, New Zealand and Newfoundland. Canadian automobiles are being driven in more than sixty lands. They include, besides the United States and the United Kingdom, Aden, Argentina, Australia, Austria, Belgium, Bolivia, Brazil, British India, Ceylon, Straits Settlements, British Guiana, British East Africa, British South Africa, British West Africa, Barbados, Jamaica, Trinidad and Tobago, other British West Indies, Canary Islands, Chile, China, Colombia, Costa Rica, Cuba, Denmark, Dutch East Indies, Ecuador, Egypt, Fiji, Finland, France, French West Indies, Germany, Greece, Guatemala, Haiti, Hungary, Japan, Malta, Mexico, Morocco, Holland, Newfoundland, New Zealand, Norway, Peru, Poland and Danzig, Portuguese Africa, Roumania, Salvador, San Domingo, Siam, Sweden, Switzerland, Syria, Turkey, Uruguay, and Venezuela.

Canadian cement is holding buildings together in twenty-two countries, most of them in this hemisphere, but scattered from its northern to its southern limits. Canadian rubber shoes are keeping the feet dry of twenty-five peoples. Canadian whiskey is being used as a protection against the cold in Germany and against the heat in Panama; and it is being sipped equally as protection against whatever climate exists in thirty-eight other countries.

Canadian machinery of many kinds is making its way in many lands in various parts of the world. Canadian farm implements are well known wherever agriculture is advanced.

## Ontario Leads Provinces in Per Capita Spending Power



How much money is available for spending in the country as a whole, and in the various marketing areas of the country, at the moment, is a question to which every manufacturing and every merchandising firm is seeking an answer. This is especially the case at a time when the plans and policies for the coming year are being worked out.

It would obviously be bad policy to overlook a section of the country where, for any reason, the buying power is considered to be low. This is not the intention of the study. It is rather to enable the sales executive to place special emphasis upon such areas and also to get the proper share of the larger purchasing power in those areas where conditions have been especially favorable.

The figure shown for respective purchasing power of the various provinces, as worked out by The Financial Post Survey, is based on a total comprising all branches of production as estimated for the year 1925. Ontario leads with a per capita buying power of $700, both agriculture and manufacturing contributing. The crops have been very satisfactory, and some slight improvement has taken place in industry. This is the section where the available funds for buying will be most abundant during the coming months.

British Columbia stands second as a result of the huge revenue from all branches of production in relation to the relatively small population. The prairie provinces average third for the same reason. Here, however, the revenue surplus is almost entirely from agriculture, and the increased buying power is rural, although passed secondarily to the cities. Quebec is lower than any of the provinces preceding as a consequence of the large population in relation to the total production. From a standpoint of totals, however, Quebec ranks next to Ontario. The Maritime Provinces represent a diversity of conditions. Their average buying power from manufacturing, farming, fishing, and so on, is $310 per capita.

## Montreal Building Shows Decline, But Still Better Than Toronto

### Change as Compared With a Year Ago Apart From the Quebec Metropolis is Not Very Important— West Holds Up Well

MONTREAL.—Building permits issued in thirty-five eastern cities during November showed a decline of $2,349,000, compared with November last year. In 15 western cities there was an increase of $133,000, making the month's reduction for fifty cities $2,216,000. The November decline was largely accounted for by Montreal, where the total of $2,331,000—while substantially larger than the $1,776,000 shown by Toronto—was $1,845,000 less than November last year. The largest increase shown in the East was by the Border Cities with a total of $631,000, and in the West by New Westminster of a total of $138,000.

For the eleven months of the year, while thirty-five eastern cities with a total of $94,518,000 showed a decline of $7,732,000 compared with 1924, the fifteen western cities with $21,258,000 showed an increase of $2,855,000. The decline for the year for fifty cities was $4,877,000.

The contraction in 1925 is largely accounted for by Montreal, which, with a total of $23,691,000, was higher than Toronto with $23,301,000, but below 1924's total by $5,709,000. Quebec showed a decline of $4,000,000 for the year, while large increases were shown by Ottawa which was higher by $2,000,000 and Toronto by $1,750,000. In the West the outstanding increase was by Vancouver, showing a total $1,470,000 greater; Winnipeg, St. Boniface and Point Grey also showed large increases; the only important decrease was shown by Victoria.

Following are comparative figures for the month and year to date:

EASTERN CITIES

| | November 1925 | November 1924 | Change | 11 months 1925 | 11 months 1924 | Change |
|---|---|---|---|---|---|---|
| **Maritimes—** | | | | | | |
| Halifax | $23,825 | $27,920— | $4,095 | $1,010,660 | $724,034+ | $286,626 |
| St. John | ...... | 6,500— | 6,500 | 653,530 | 1,119,765— | 466,235 |
| Sydney | 890 | 39,365— | 38,475 | 33,347 | 150,157— | 116,810 |
| **Quebec—** | | | | | | |
| Montreal | 2,331,420 | 4,176,785— | 1,845,365 | 23,690,923 | 29,400,232— | 5,709,309 |
| Outremont | 302,700 | 275,300+ | 27,400 | 2,607,000 | 3,318,150— | 711,150 |
| Quebec | 165,210 | 142,061+ | 23,149 | 3,247,481 | 7,256,351— | 4,008,870 |
| Shawinigan Falls | ...... | 11,250— | 11,250 | 384,000 | 222,179+ | 161,821 |
| Sherbrooke | 29,150 | 7,500+ | 21,650 | 967,810 | 521,925+ | 445,885 |
| Westmount | 63,800 | 193,625— | 129,825 | 2,856,213 | 2,328,456+ | 527,757 |
| **Ontario—** | | | | | | |
| Belleville | 2,200 | 8,800— | 6,600 | 163,525 | 158,000+ | 5,525 |
| Border Cities | 631,265 | 459,700+ | 171,565 | 7,820,294 | 7,519,340+ | 300,954 |
| Brantford | 4,198 | 5,650— | 1,452 | 149,177 | 183,465— | 34,288 |
| Chatham | 16,278 | 18,250— | 1,972 | 155,158 | 325,329— | 170,171 |
| Fort William | 45,725 | 23,400+ | 22,325 | 701,990 | 1,222,220— | 520,230 |
| Galt | 700 | 8,510— | 7,810 | 103,905 | 124,561— | 20,656 |
| Guelph | 31,410 | 30,949+ | 461 | 418,136 | 400,859+ | 17,277 |
| Hamilton | 185,430 | 176,850+ | 8,580 | 2,563,680 | 3,145,000— | 581,320 |
| Kingston | 29,663 | 24,988+ | 4,675 | 377,508 | 1,024,820— | 647,312 |
| Kitchener | 103,911 | 81,515+ | 22,396 | 1,440,182 | 1,139,902+ | 300,280 |
| Niagara Falls | 88,435 | 52,465+ | 35,970 | 1,071,915 | 704,422+ | 367,493 |
| Oshawa | 30,075 | 27,225+ | 2,850 | 571,470 | 758,435— | 186,965 |
| Ottawa | 92,945 | 228,480— | 135,535 | 4,575,729 | 2,479,114+ | 2,096,615 |
| Owen Sound | 6,060 | 14,100— | 8,040 | 538,970 | 168,210+ | 370,760 |
| Peterborough | 11,660 | 33,665— | 22,005 | 265,912 | 421,760— | 155,848 |
| Port Arthur | 13,334 | 3,887+ | 9,947 | 399,877 | 1,187,307— | 787,430 |
| Sarnia | 46,495 | 21,015+ | 25,480 | 651,253 | 789,078— | 137,825 |
| Sault Ste. Marie | 10,993 | 20,090— | 9,097 | 350,815 | 542,870— | 192,055 |
| Smith's Falls | 12,000 | 1,500+ | 10,500 | 58,875 | 58,980— | 105 |
| St. Catharines | 64,953 | 39,085+ | 25,868 | 643,757 | 692,389— | 48,632 |
| St. Thomas | 10,700 | 3,095+ | 7,605 | 349,106 | 159,026+ | 190,080 |
| Stratford | 18,945 | 11,090+ | 7,855 | 406,901 | 636,544— | 229,643 |
| Toronto | 1,776,468 | 2,213,585— | 437,117 | 23,301,568 | 21,542,768+ | 1,758,800 |
| Welland | 8,820 | 13,190— | 4,370 | 116,685 | 172,880— | 56,195 |
| Woodstock | 8,257 | 41,536— | 38,279 | 86,050 | 236,564— | 150,514 |
| York Township | 319,600 | 389,400— | 69,800 | 4,053,100 | 3,683,450+ | 369,650 |
| Total 35 E. cities | $6,482,515 | $8,831,826— | $2,349,311 | $86,786,504 | $94,518,542— | $7,732,038 |

WESTERN CITIES

| | November 1925 | November 1924 | Change | 11 months 1925 | 11 months 1924 | Change |
|---|---|---|---|---|---|---|
| **Manitoba—** | | | | | | |
| St. Boniface | $31,325 | $26,800+ | $4,525 | $964,859 | $405,537+ | $559,322 |
| Winnipeg | 161,850 | 113,600+ | 48,250 | 4,091,890 | 3,129,500+ | 962,390 |
| **Alberta—** | | | | | | |
| Calgary | 125,825 | 74,070+ | 51,755 | 1,165,405 | 1,007,020+ | 158,385 |
| Edmonton | 49,245 | 28,675+ | 20,570 | 1,476,655 | 2,281,180— | 804,525 |
| Lethbridge | 4,935 | 4,791+ | 144 | 155,245 | 240,980— | 85,735 |
| Medicine Hat | 3,586 | 385+ | 3,201 | 21,506 | 132,867— | 111,361 |
| **Saskathewan—** | | | | | | |
| Moose Jaw | 745 | 3,770— | 3,025 | 241,475 | 496,706— | 255,231 |
| Regina | 49,440 | 27,438+ | 22,002 | 1,141,403 | 930,460+ | 210,943 |
| Saskatoon | 22,965 | 16,405+ | 6,560 | 1,028,847 | 1,273,901— | 245,054 |
| Yorkton | 658 | 375+ | 283 | 38,087 | 60,235— | 22,148 |
| **British Columbia—** | | | | | | |
| Nanaimo | 1,000 | 2,500— | 1,500 | 209,105 | 88,405+ | 120,700 |
| New Westminster | 138,113 | 24,420+ | 113,693 | 673,338 | 292,552+ | 380,786 |
| Point Grey | 233,600 | 230,100+ | 3,500 | 4,930,000 | 4,118,600+ | 811,400 |
| Vancouver | 355,660 | 302,950+ | 52,710 | 7,534,123 | 6,064,379+ | 1,469,744 |
| Victoria | 36,570 | 225,830— | 189,260 | 441,229 | 735,908— | 294,679 |
| Total 15 W. cities | $1,215,517 | $1,082,109+ | $133,408 | $24,113,167 | $21,258,230+ | $2,854,987 |
| Gd. total 50 cities | $7,698,032 | $9,913,935— | $2,215,908 | $110,899,671 | $115,776,772— | $4,877,101 |

## Canadian Conditions

| | 1925 | 1924 | |
|---|---|---|---|
| **Car Loadings—** | | | |
| Week Dec. 5 | 72,608 | 60,813 | +19.4% |
| Yr. to date | 2,809,271 | 2,759,745 | + 1.8% |
| **Grain Receipts—** | | | |
| Aug. 1 to Dec 4 | 217,799,908 | 148,456,435 | +46.8% |
| **Building—** | | | |
| November | 7,698,032 | 9,913,935 | —22.3% |
| **Bank Clearings—November** | | | |
| | 1,633,085,136 | 1,652,702,601 | — 1.1% |
| **Savings Deposits—Chart. Banks—** | | | |
| October | 1,277,588,281 | 1,189,086,750 | + 7.4% |
| **Current Loans—By Banks—** | | | |
| October | 906,249,140 | 981,111,418 | — 7.6% |
| **Net Dominion Debt—Nov. 30—** | | | |
| | 2,382,616,883 | 2,411,754,347 | — 1.2% |
| **Wheat, No. 1, Nor. Winnipeg—** | | | |
| | Dec. 14, $1.48 | Dec. (Av.) $1.72 | |
| **Railway Earnings— 10 Months—** | | | |
| C. P. R. | 144,243,276 | 148,710,928 | — 3.0% |
| Oper. Exp. | 115,163,327 | 121,242,979 | — 5.0% |
| Net | 29,079,949 | 27,468,060 | + 5.8% |
| C. N. R. | 196,444,081 | 195,325,323 | + 0.5% |
| Oper. Exp. | 175,958,360 | 184,555,659 | — 4.6% |
| Net | 20,485,721 | 10,769,664 | + 90.2% |
| **Balance of Trade— 12 months, October 31—** | | | |
| Exports | 1,210,679,606 | 1,089,194,223 | +11.1% |
| Imports | 865,239,383 | 818,708,963 | + 5.6% |
| Balance | 345,440,223 | 270,485,260 | +27.7% |

### PRAIRIE LUMBER MARKET

WINNIPEG.—Over one hundred million feet of lumber is the record of consumption of the Prairie Provinces in 1925. This is approximately fifteen per cent. over last season's prairie business. The outlook for 1926 is considered to be yet more promising.

### WESTERN CATTLE EXPORTS

SASKATOON.—Saskatchewan's cattle export trade for 1925 has already broken for the province all records established since the British embargo on Canadian cattle was lifted. With 93,300 head of cattle exported from the province during the first ten months of this year, compared with 70,651 at the same date last year and 50,737 in 1923, the prospects are that 100,000 will be reached in 1925 for the first time since the embargo was put into force many years ago.

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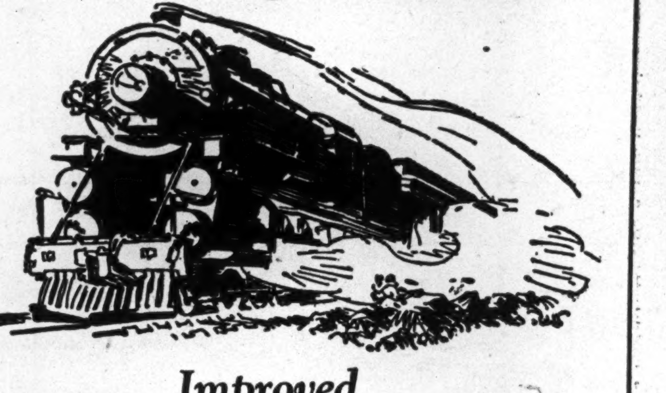
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# Maple Leaf Milling Strong Recovery From Former Slump

**First Article: Export Business**

ONE of the interesting recoveries of recent years among Canadian investments has been afforded by Maple Leaf Milling. After the war the company's business fell off greatly; there were heavy losses on export orders; the whole management had to be reorganized; a bond issue was made to provide the company with working capital; the dividend which had totalled over 20% in some years was dropped; a smaller milling company, with a good export business, was taken in to provide the nucleus for better business in this field; and the company started off on a new basis.

The reorganization seems to be doing its work. Working capital is now comfortable; it improved last year over the previous year; profits have increased; the amount earned towards dividends on the stock has grown in percentage; the company's investment in Canada Bread has proven exceptionally profitable; the company has gone further into the bakery field and is planning additional expansion in this direction; the stock is recovering some of the ground it lost. Today the prospects for Maple Leaf Milling are at least as good as for the milling industry in Canada as a whole. This means that the prospects are very good, for Canada's milling industry, despite the handicaps of rising competition in England and other nations and its export disadvantages as compared with American mills is making sound progress and seems assured of a healthy future.

### Export Trade is Important

Maple Leaf Milling has a good export trade, and every effort is being bent to increase it. Export flour has always been an important factor in the ups and downs of Maple Leaf. The company was organized in 1910 and for some time devoted itself to the export markets. During the war and for some time afterwards it found no difficulty in disposing of its output in foreign markets at profitable prices. Then after the post-war inflation came the reaction and the decline in the buying power of European countries. The result was that export business went to pieces and in the keen competition for domestic trade the company had to cut prices to keep going. Then when further export markets were sought under the new management a large order was obtained from Russia that kept the mill running at capacity for some months and tided the company over a period that was particularly unprofitable to most mills. At the present time export and domestic trade are only fair, but there is reason to be optimistic regarding the outlook in both fields.

The milling industry has been passing through a difficult time in Canada owing to the general unsatisfactory condition of business, keen competition, high costs of transportation in comparison with those in the United States, and the effect of the United States tariff against Canadian grain products. There is, however, another side to the picture. It involves the vast market which is opening up for Canadian flour in many parts of the world, and the growing prestige of the Canadian product, which is due to the unexcelled quality of the northern grades of wheat.

The markets which hold the greatest promise of expansion are Great Britain, certain European countries and the Orient. There is every evidence, that the Canadian product is proving satisfactory to the British market, and that Canada can hold this market if the proper policy be pursued. Britain will always be a large importer of grains, and Canada bids well to build up a permanent market. At the moment, a price war among British millers is a deterrent to Canadian flour sales.

With Russia and the Balkan wheat growing area at present incapable of supplying the demand of the flour-importing countries of Europe, their buyers turn naturally to the other large exporting countries of the world. It is for this reason that many of the countries of Central and Southern Europe buy large quantities of Canadian flour. Even Russia was a large buyer from us during the past year. The revival of Central and Northern Europe undoubtedly presents a serious problem to Canada, and one which will have to be met sooner or later. For the immediate future, Europe will most probably continue to need large quantities of our product.

It is, without doubt, in the East that we must look for our big market for flour. The Orient is gradually turning to a greater consumption of wheat products, and China is not, as yet at least, a wheat producing country. When wheat can be bought at under $1.50 a bushel, flour is attractive to the Chinese, even in comparison with rice.

With Japan the situation is quite different. Japan can never become a great wheat-producing country. Like Britain she must remain an importer. Her population is increasing rapidly, and she, too, is turning to a greater extent towards wheat products. Japan already imports large quantities of flour from Canada, and it is apparent that Japan offers the greatest opportunities in this respect.

Other markets for Canadian flour, both actual and potential, are the West Indies, especially the British islands.

While Maple Leaf's largest mill—the 14,000 barrel mill at Port Colborne—is advantageously located for home and export business, it nevertheless has been affected, along with other Canadian mills, by the relative cheapness of flour manufacture and export in the U. S. A. Milling men complain of alleged freight and boat rate discrimination that favors milling on the American side of the border, and shipping over United States railways to American seaboard ports. The situation is especially applicable in the case of grain being milled in transit from the West, and particularly when it is shipped from one of the Bay ports in Ontario to the Atlantic seaboard. The result is that Canadian millers are encouraged to locate mills in the United States to take advantage of the privileges afforded in shipping their products over United States roads to New York or Philadelphia rather than through Montreal or other Canadian ports. Large quantities of Canadian wheat are being milled in Buffalo and other border cities, later to be shipped abroad as American flour.

Proof of the advantage United States border cities have from the situation outlined is seen in the rapid development of the milling industry in Buffalo for example. Another factor which does injury to the flour mills of Ontario particularly is the discrimination between freight rates on wheat and flour. The rate on wheat in bulk is materially lower than that on flour which is milled in transit, or milled in Canadian mills. As a consequence, it is materially better for the British miller to obtain the wheat in bulk from Canada and have it milled in British mills. Recent statistics for exports from Canada of wheat and flour products show that the British importers are taking full advantage of the situation.

These are some of the problems Maple Leaf shares with other millers and the solution of which will add to the company's prospects.

During the past few months there has been some discussion based upon a rumor that Maple Leaf Milling Co. would establish a mill at Buffalo. There is no truth in this report.

Maple Leaf Milling officials have declared that Buffalo would be an excellent site for them to establish a mill, but it is learned that nothing of the kind is planned.

## The World's Largest Flour Order

The accompanying photograph shows a portion of the huge purchase of flour by the Soviet government from the Maple Leaf Milling Co., Ltd., prior to being shipped from Portland, Maine, to Leningrad. It is one of four cargoes cleared from this port, aggregating 310,000 sacks of 140 lbs. for Russian destinations, since the milling company began shipments in fulfilment of its contract.

### OVER 70 BUSHELS TO ACRE

LETHBRIDGE.—One of the best yields of wheat reported during the present season was threshed by Lyman Bullock, and yielded over 500 bushels from a field of seven acres. This was pedigreed fall wheat, which will be kept specially for seed. It was grown on irrigated land. The heads were of great size and 80 kernels or more to the head were not uncommon.

## That Big Soviet Flour Order

On the basis of 16 bushels to the acre, the yield from 656,250 acres of wheat was required.

Over 10,500,000 bushels of wheat were used.

The total order booked by Maple Leaf Milling Co. was for 1,921,943 barrels.

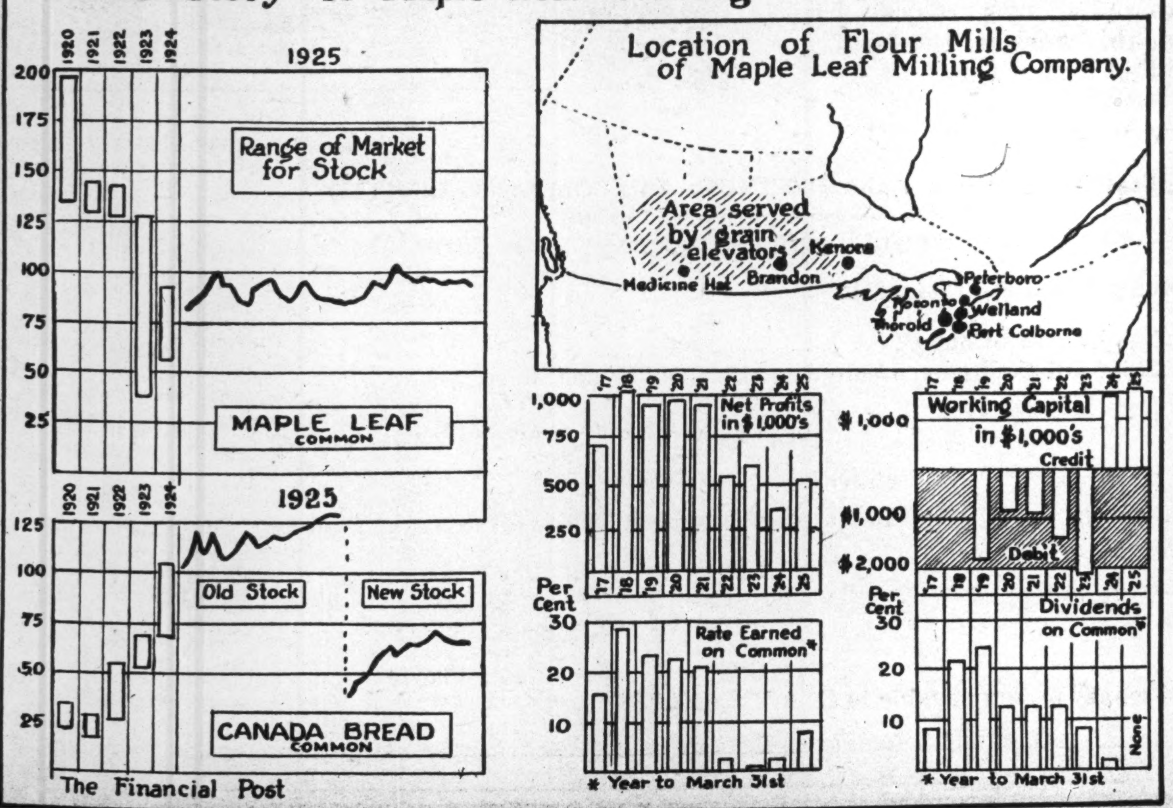
Thirty-four boats were required to transport the flour.

There were 157 trainloads in the complete order.

A total of 4,726 cars of flour were loaded.

The order was competed last summer. It kept Maple Leaf running 24 hours a day when other mills were idle. One month of the business will show in current year's earnings.

## The Story of Maple Leaf Milling in Chart Form



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# *The Securities Markets*

## HOLIDAY DRIFT IN EVIDENCE IN STOCK MARKETS

### But General Strength Maintained on Canadian Exchanges

**Market Indicator**
20 Industrial Stocks

| | High | Low |
|---|---|---|
| Week of Dec. 16 | 86.3 | 84.1 |
| Week of Dec. 9 | 86.0 | 83.3 |
| Mth of Dec., '24 | 72.6 | 67.2 |

Probably because of the approach of the holiday season more than for any other reason, the stock markets have indicated a tendency to moderate in their activity. Under these conditions the general price movement over the week has been sideways, with some groups showing distinct strength, others developing weakness, and still others drifting without definite trend. Generally speaking, the undertone has been strong and the whole situation is regarded as satisfactory for the season, and with New York developing somewhat irregular conditions in those departments which have benefited most in the bull movement. New York is exercising a certain influence over the trading on the Canadian exchanges as usual, but it is not considered that there is a definite parallel between the two markets. Not only has the New York advance been much more pronounced than that experienced in Canada, but the indications of a change in the money situation are more pronounced; rates have shown some tendency to advance in Wall Street — although nothing like a stringency is in sight—while in Canada the surplus funds in the hands of the banks continue to increase, as indicated by the bank statement.

| | Gains | Loss | Unch. | Total |
|---|---|---|---|---|
| Banks | 7 | 2 | .. | 9 |
| Paper | 7 | 4 | 1 | 12 |
| Steel | 5 | 7 | 4 | 16 |
| Foodstuffs | 9 | 10 | 10 | 29 |
| Utilities | 6 | 6 | 5 | 17 |
| Tractions | 6 | 3 | 2 | 11 |
| Textiles | 3 | 1 | 5 | 9 |
| Industrials | 10 | 15 | 5 | 30 |
| Totals | 53 | 48 | 32 | 133 |

The bank stocks have continued their strong position during the recent trading. Seven out of the nine have shown further advances. Royal, Montreal, and Imperial, have each gained two points, and Commerce and Nova Scotia one, while Toronto has eased off a point and a half. The annual statements so far published have been of a satisfactory character and the trend of the market would seem to indicate that those to come will likewise prove favorable to the shareholders.

The paper group has been one of the strongest and most active during the week. Following the definite announcement of the Belgo-St. Maurice merger the stocks of these companies have shown a tendency to ease off, but Abitibi, Brompton, Laurentide, Price Brothers, Howard Smith and Spanish, have all been strong, with gains of two to five points.

In the steel group there has been a tendency to sell off to easier levels on the part of a number of the stocks. Steel of Canada, for instance, after reaching its high point at par, has been selling around 97. The textiles have done better, with Penmans Dominion Textile and Converters showing strength. The whole industry is regarded as being in a healthy condition, with some of the mills working overtime, and good business in sight for next year. In some branches of the woollen industry conditions continue dull.

In the milling and foodstuffs group conditions have been mixed and, advances and declines about equally divided. Canners common was off one point, and Christie common the same. City Dairy sold off from 81 to 76, and Dominion Stores from 63 to 61½. Shredded wheat was the strong exception, with a sharp advance recorded.

In the utilities group, Brazilian and Mackay provided leadership with advances of two points in the case of the former and 3½ points in the case of the latter. Consumers Gas advanced from 175 to 177, evidently indicating reassurance as the result of developments in municipal circles which have resulted in the dispute between the city and the company going to the courts rather than to the legislature. Laurentide Power developed weakness and lost a couple of points. Twin City sold down, evidently as the result of the course of the directors in deferring dividend action. Winnipeg Electric was strong, gaining a point.

In the general list, Gilman-Penfound was a leader, and King Edward Hotel, Lyall, Breweries, and Sherwin-Williams were also stronger. Woods Manufacturing moved up sharply more than five points. Dominion Glass sold off further following the publication of the annual report.

On the curb, Imperial Oil gained a point, but International Petroleum was easier.

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## SHREDDED WHEAT SELLS TO NEW HIGH

### Improved Earnings Indicated by Action of the Stock on the Market

Selling up to 170, shares of the Shredded Wheat Company have recorded rapid and comparatively steady advance in recent months. The first sales of the year took place in May at 155, and a couple of months later the stock sold down to 148, but since then it has moved up in a most impressive way. Improved business conditions in the United States and Canada, and the fact that the new British plant has now been completed for European business, are mentioned as factors favorable to the immediate outlook for the shareholders. The British and European business is expected to result in substantial profits for this new subsidiary.

This company was incorporated in 1900 in New York as the Natural Food Company, the present name being adopted in 1908. It manufactures shredded whole wheat products, with a big plant at Niagara Falls, New York, and controls the Canadian Shredded Wheat Company, with a plant at Niagara Falls, Ont. The Pacific Coast Shredded Wheat Co. was incorporated in 1915 in California. The new British company has been similarly formed as a subsidiary. Following is a summary of the company's earnings record:

**Eight Years' Earnings**

| Year | Gross Earnings | Dividends | Surplus |
|---|---|---|---|
| 1917 | $1,249,981 | $775,000 | $ 614,938 |
| 1918 | 1,439,828 | 775,000 | 766,724 |
| 1919 | 2,005,637 | 775,000 | 1,370,174 |
| 1920 | 1,094,533 | 775,000 | 1,450,762 |
| 1921 | 2,298,063 | 862,500 | 2,181,845 |
| 1922 | 2,088,441 | 950,000 | 1,755,403 |
| 1923 | 1,740,626 | 1,000,176 | 1,462,216 |
| 1924 | 1,891,226 | 1,000,000 | 1,852,608 |

### Street Talks of Dividend Increase for Mackay

In connection with the sharp advance in that rather staid market performer, Mackay common, this week it is being recalled that in December, 1922, a pronounced movement of 14 points was followed by both an increase in the dividend rate and a bonus as well.

In December, 1922, Mackay common, carrying a dividend of 6 per cent. and selling around 103, gave a return to the investor of 5.82 per cent.. A month later, when the dividend had been raised to 7 per cent., the stock, selling in the vicinity of 118, gave a return of 5.93 per cent., to say nothing of what accrued to the shareholders from the 10 per cent. bonus which was paid at that time. Mackay common at the moment, selling at 134, gives a return to the purchaser of only 5.22 per cent., so that color is lent to the idea that another bonus is likely to be forthcoming, even if no further increase is granted in the dividend rate at this time.

### Great Northern Power Assets Will be Sold

MONTREAL.—The trustee for the bondholders of the Great Northern Power Company is calling for tenders for the sale of the company's assets. The tenders will be considered on January 14.

It will be recalled that some months ago this company fell down on its bond interest; this is the first step leading to the acquisition of the property by the owners of the mortgage.

## MT. ROYAL HOTEL MAY PAY INTERIM DIVIDEND SOON

### Shareholders Must Consider Many Pros and Cons of Projected Switch

From Our Own Correspondent.

MONTREAL. — Directors of the Mount Royal Hotel are meeting to consider the advisability of declaring a two per cent. interim dividend on the preferred stock, and also to consider the advisability of offering the preferred shareholders an exchange of bonds for their stock.

It is anticipated that the preferred shareholders will be offered for each share of stock a $60, 6 per cent. bond of the Mount Royal Hotel, which would be guaranteed by the United Hotels Company. With this guaranteed bond would go a further income bond of the hotel for $40, together with a certain portion of the arrears of dividends which would be capitalized.

The preferred shareholders may wonder what motive actuates the parent company, the United Hotels of America, in guaranteeing the projected issue of bonds. The answer is not far to seek, for by an exchange of this nature the parent company would reduce charges which come before dividends on the common, and in this way increase the value of its common stock holdings.

**Would Exchange be Wise?**

Should the directors decide to make this offer to the preferred shareholders, the stockholders have an option of either taking new securities on which the return would be considerably lower, or holding their preferred stock. Many shareholders feel that as they have stood by the company through bad times that it would be wiser to hang on to their holdings at a time when business for the company is showing a decided improvement, and the outlook for the future has been materially bettered.

Apparently the parent organization feels that the Mount Royal Hotel has at last turned the corner and that the common stock will eventually be worth considerably more than it is to-day, hence the desire to reduce the charges which come before the common stock.

No doubt there are many preferred shareholders of the company, though, who have grown tired of waiting for dividends, who would welcome a switch of this nature, but for those who purchased the stock as a speculation, it would seem a more reasonable policy to hang on to their holdings, more especially as the company's earnings during the first nine months of the present year are decidedly higher. Earnings so far this year applicable to the preferred stock are in the neighborhood of $500,000, or the equivalent of 5½ per cent. This compares favorably with the corresponding period of 1924, in which the company only earned $100,000.

**Management Gets Results**

It is significant that with the increased net which has been earned, operating expenses have risen but $32,000. The management of the Mount Royal Hotel has been making strenuous efforts to bring in new business; that its work has borne fruit is seen in the results which have been achieved.

Previous to this year, the Mount Royal had a hard time, in that it was short of working capital, but, it is understood, this has been remedied by the better earnings. Shareholders will realize that a company has a better opportunity to effect economies if it is in good cash position, with which to meet its current expenses. There seems little reason to doubt that the bettered financial position should make itself more felt in the future.

## *World Wheat Developments Confirm The Posts' Information*

A London copyright cable to the New York Times and Toronto Globe declares that the failure of Russia to deliver the enormous quantities of wheat expected from her as a result of the extravagant Soviet forecasts of a bumper wheat crop is arousing grave fears there. The question of rising bread and flour prices is regarded as so serious that the Food Council has been investigating. It is realized that the world must now turn to Canada for its main wheat supply.

In a despatch from Berlin, in its issue of October 8, The Financial Post said: "Anticipation that Russia will be a big factor this season in supplying grain to the European food-importing countries is a factor in the decline of wheat prices. But in the authentic information being received regarding conditions in Russia, there is little to lend substance to this idea, and it would seem that Canada and other wheat exporting countries may become unduly alarmed in their desire to dispose of their crops quickly." The article continued:

Not only is production still at low ebb because of the attitude of the peasants towards the so-called government, but physically the transportation system, so important in such a vast country, is in such condition that commodities can only be moved with great difficulty even when available.

The truth of the Russian situation seems to be that as yet the people are not producing for export in any big way and that they could not get their products to market if they had them and were willing to ship, excepting along certain main systems of rail and water transport.

This sizing up of the situation is now confirmed in the actual developments in the wheat markets of Europe.

### Montreal Water & Power Stock Makes Big Gains

From Our Own Correspondent.

MONTREAL.—The stock of the Montreal Water and Power Company, which a little over a month ago changed hands around 55, has made a rapid rise and was sold on the curb recently at over 80.

The company was incorporated in 1891 and holds an exclusive franchise for the supply of water to various districts in the city of Montreal and its suburbs. The par value of the stock is $25 and dividends have been at the rate of 7 per cent. The reason for the rise is due to the fact that it has been thought probable that the city of Montreal will buy the property and add it to its own water system.

MUNICIPAL BANKERS CORPORATION
DOLLAR FOR DOLLAR BONDS
A Symbol of Safety

**A Gift of Permanence**

ONLY years of ownership, with the cashing of the half-yearly coupons and the ultimate payment of the principal sum, will demonstrate how fortunate are those who will receive the princely gift of a sound Bond this Christmas.

**6%**
**Dollar For Dollar Bonds**
issued by the
MONTREAL DEBENTURE
CORPORATION, LIMITED

will recall, year after year, the thoughtfulness of the donor and as the years go by the regard that prompted the gift will be reflected by the permanence of the investment and the incentive it creates to save.

Dollar for Dollar Bonds may be secured in denominations of $100, $500 and $1,000 and may be registered in the names of their recipients.

We know of no better way to create financial independence in youth than to present these sound bonds this Christmas.

**Municipal Bankers Sales Corporation, Limited**
Government, Municipal and Mortgage Bonds
34 King Street East - Toronto
Sir Wm. Hearst, K.C.M.G., President
Sir John Willison, K.B., LL.D., Vice-Pres.

INVEST IN A GROWING INDUSTRY

**Ottawa-Montreal Power**
**6½% Bonds**
*Due 1949*

This Company operates in the territory to the West and North of Montreal, Canada, where there is an increasing demand for power. At present, over 40 municipalities are being served with light and power under generally exclusive franchises.

*Price to yield about 6.25%*

NTCo
438

**NESBITT, THOMSON and Company, Limited**
305-7 Bank of Hamilton Building
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*Clipping Coupons*

CLIPPING bond coupons is one of the most thrilling sensations of life. You can experience it if you invest through us.

*"Invest with Safety"*

W. M. Wilson, *Pres.* C. Morrison, *Treas.*

DOMINION FINANCIAL CORPORATION, Limited
232 St. James St., Montreal
Telephone MAIN 5413

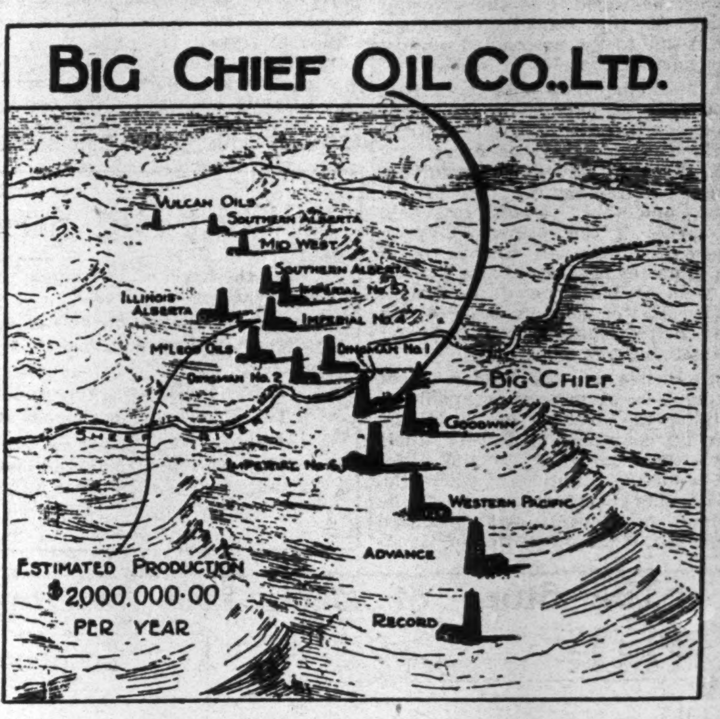
**Alberta Oil Likely to Make Millions for Investors**

LNA84 77 blue Calgary, Alta. 10
1925, Dec. 10 PM 40

G. A. Wanless,
Suite 222, 190 St. James St., Montreal, Q.

McLeod Well No. 2, north of the Big Chief Well, struck oil at two thirty yesterday afternoon at 2774 feet. Three hundred feet of high gravity oil stood in the well last evening and after a number of barrels had been baled out there was no appreciable decrease. Drilling is continuing rapidly and may be completed any hour as a big flowing well. Hundreds of automobiles were in the field yesterday. Great interest is being shown in this new strike. Advise the clients of Big Chief that the deferred payment plan is subject to withdrawal without notice.

Mr. Lewis D. Taylor, President of the Big Chief Oil Company, was reelected Mayor of Vancouver this week by the largest majority ever polled in that City.



Application for Shares in the BIG CHIEF OIL COMPANY, LIMITED
(Incorporated under Dominion Charter)
FULLY PARTICIPATING

G. A. WANLESS, 190 St. James St., Montreal.

I hereby apply for and agree to buy .................................................. shares
from you in the **Big Chief Oil Company, Limited,** at One Dollar per share,
and herewith pay you .................................................................. dollars,
being one-quarter of the purchase price, and agree to pay the balance ....................
.................... within thirty days after a producing well is brought in on the Company's holdings.
Name ....................................................
Street (if any) ..........................................
City .................... Province ....................
Make all cheques and money orders payable to G. A. WANLESS

# BROMPTON STOCK REFLECTS BETTER PULP MARKET

## Higher Chemical Pulp Prices Bring Better Earnings to Quebec Producer

From Our Own Correspondent.

MONTREAL.—The rise in Brompton stock simply bears out the articles which have been running for several weeks past in The Financial Post, indicating that the market for chemical pulp was decidedly stronger. The Brompton Pulp and Paper Company operates four mills; two in Canada and two in the United States. At the Bromptonville plant groundwood is manufactured and, while the market is fairly strong for this product, yet it has not risen in price. However, from this mill the company has shipped more groundwood than ever before.

The East Angus plant is engaged in the manufacture of newsprint, kraft paper and box board. The sulphite requirements of this mill come from the Groveton, N. H., plant.

The United States mills are at Groveton and Claremont, N. H., the former producing sulphite pulp and the latter kraft pulp and paper.

At one time a large portion of the Groveton mill's output consisted of sulphite wrapping papers, but with the increased production of wrapping paper in the southern states, markets became weak and the company turned its hand to other forms of production. This it has been successful in doing and The Financial Post learns that this mill's business is showing a steady improvement, especially in the making of papers for envelopes and other similar lines.

The Claremont plant has always produced some of the highest grade kraft paper made in the United States. It, too, felt the keen competition from the southern states and new markets had to be sought. That is, those markets which required only the toughest and best grade kraft paper, such as containers of various sorts, bags and other specialties. It is understood that business with this plant has been picking up also.

When the company was making good earnings from its sales of newsprint and other products in Canada, it was handicapped by the poor markets for chemical pulp, kraft and sulphite papers in the United States. The wide variety of the output, instead of proving a help, was a handicap; for the future there seems little reason to doubt that the wide production must, in the long run, react favorably on earnings and, coupled with the company's strong timber resources, must eventually bring a good return to the investor who is willing to hang on to his stock for a long pull.

## Champ Now a Director of Steel of Canada

H. H. Champ has been elected to the board of directors of the Steel Company of Canada to fill the vacancy caused by the death of Lloyd Harris, Brantford. Mr. Champ has been with the company since its organization and was the first secretary and treasurer, and has held the dual office since the first.

The board passed the regular resolutions and declared the regular dividend on the preferred stock at the rate of 7 per cent. per annum. A quarterly dividend of 1¾ per cent. on the ordinary stock was declared, payable Feb. 1 to shareholders of record January 8.

## Toronto Gets Good Milk at Reasonable Prices

That milk prices in Toronto are fair and that there is no combine among the distributing companies and dealers has been confirmed by Dr. C. J. Hastings in a report to the board of control. That there has been a marked improvement in the situation in recent years is indicated:

"It is interesting to recall that when the department of public health made our investigations as regards the quality and safety of Toronto's milk supply in 1912 the fact was revealed that 40 per cent. of the milk being sold in Toronto was watered and that which was watered was watered on an average to the extent of 20 per cent., which meant, by careful computing, that the citizens of Toronto, in 1911, had paid out $275,000 for water, thinking that it was milk. There has not been five gallons of watered milk sold in Toronto in the past five years.

"We can assure the citizens of Toronto, without fear of contradiction, that there is no city on the continent of America, or probably on any other continent, that is receiving a better and safer milk supply than that of Toronto."

## Dominion Glass Stock Has $60 Book Value

From Our Own Correspondent.

MONTREAL.—The annual meeting of the Dominion Glass Company was generally routine in character, but shareholders took the occasion to ask some questions with reference to the book value of the company's common stock. It was brought out that there are net tangible assets behind the common stock of $60 per share—this, of course, does not include the goodwill. It was stated, however, that although the plants are shown at $5,209,745, it would be impossible to replace them at anything like this figure.

As for the dividend outlook, Sir Charles Gordon, the president, was non-committal and contented himself by saying that if they were earned they would be paid, otherwise they would not.

In answer to a shareholder's inquiry, it was stated that during the year covered by the report under review an amount of $50,000 had been written off goodwill account. The total amount written off to date, as shown by the report, is $1,000,000. It was brought out that many of the patents included in the goodwill item have been acquired from American companies for considerably less than their actual value. Nevertheless the general principle of writing down the goodwill item was declared to be desirable, and this will be done as earnings permit.

The Consolidated Mining & Smelting Co. reports ore receipts at the Trail Smelter for the first week of December amounting to 9,448 tons, and for the year to date, 382,858 tons.

## Industrial Alcohols' Earnings Improved

From Our Own Correspondent.

MONTREAL.—At the annual meeting of the Canadian Industrial Alcohol Company held this week, Right Hon. Lord Shaughnessy, K.C., was elected president, in succession to J. B. Waddell, who has retired.

In moving the adoption of the annual report, Mr. Waddell referred to several balance sheet items and made particular mention of the bank loan which he said indicated that the company is actively engaged in using all its assets to the best advantage.

In speaking of the outlook for the future, Mr. Waddell was optimistic and declared that profits during the present fiscal year show a considerable increase over the same period of 1924, and that both the revenues and the return to the shareholders will continue to increase.

# LARGE RAIL ORDER RECEIVED BY BESCO

## Steel Staff Now About 2,700 and Likely to Expand Further

From Our Own Correspondent.

SYDNEY.—Several factors combine to keep production brisk at the mines and steel plants of Besco. One of the most important is a 40,000 ton rail order for the C.N.R., rolling of which was begun recently and will keep the plant active until the middle of March. The Sydney steel staff is now about 2,700 and may be further increased if other steel business expands as expected. Besco is finding a ready market in Australia, New Zealand and foreign countries and nearly every ship that sails from this port carries a part cargo of galvanized wire, fencing or nails.

Steel activity uses up about 3,000 tons of coal daily, helping to keep the mines going. Failure of anthracite peace negotiations in the United States is expected to result in increased winter orders for Nova Scotia bituminous coal.

The only fly in the ointment is that retailers report store business, while greatly improved, not keeping up by any means with the increased prosperity of the last four or five months. Inroads of mail order houses are blamed for this.

## Increasing Iron Supply For Canadian Market

The strong pace of November iron and steel production is being well maintained, with one producer who recently reduced output materially, Algoma Steel Corporation, now blowing in two additional furnaces to supply basic iron to the rolling mills, according to Canadian Machinery.

With so many buyers covered for part of the first quarter, and some for all of it, the rate of new buying is naturally lower. Specifications against contracts and spot buying of small tonnages are unusually steady, however, in face of inventory only two weeks distant. Proximity of the year-end does not seem to be reflected in spot demand for supplies.

While November production figures are not available, the British Empire Steel Corporation announces that during the month, more than 33,000 tons of ingots were produced and rolled down, an amount 2,000 tons less than the capacity of the steel plant. In the ten months' period ending October, Canada imported from the United States 295,907 tons of the nine leading steel products, i.e., black and galvanized sheets, plates, steel rails, barbed wire, plain and galvanized wire, tin plate, plain heavy structural steel, and steel bars.

## Gemmell, Vice-president Lake Superior Corporation

James W. Gemmell has been appointed vice-president of the Lake Superior Corporation and Algoma Steel Corporation, in charge of finance and accounts of both corporations and all subsidiary companies. Mr. Gemmell retains the office of treasurer of the Lake Superior Corporation, and the office of comptroller of the Lake Superior Corporation is abolished.

### MINING STOCK QUOTATIONS

Week Ending December 15

| | High for week | Low for week | Close Dec. 15 | Close Dec. 8 | Sales for week |
|---|---|---|---|---|---|
| Amulet | 1.14 | 97 | 1.00 | 1.14 | 36450 |
| Apex | 3 | 2¾ | 3 | 2¾ | 14000 |
| Argonaut | 16½ | 15¾ | 16 | 16¾ | 59600 |
| Atlas | 2 | 1¾ | 1¾ | 1¾ | 7000 |
| Baldwin | 2 | 1⅞ | 2 | 2 | 16500 |
| Barry-Holl. | 26½ | 24 | 24 | 25¾ | 24000 |
| Beaver | 57½ | 49 | 49 | 51 | 19225 |
| Bidgood | 7½ | 6½ | 7¾ | 8¾ | 3000 |
| Chaput-H. | 7 | 7 | 7 | 7 | 500 |
| Can. Lorrain | 74½ | 69 | 69½ | 73 | 30625 |
| Capitol | 31¾ | 24 | 28 | 29¾ | 104750 |
| Castle Tre. | 1.56 | 1.43 | 1.44 | 1.56 | 47750 |
| Clifton | 2⅜ | 2⅜ | 2⅜ | 2¼ | 14000 |
| Coniagas | 4.00 | 3.75 | 3.99 | 4.00 | 1725 |
| Coniar'm | 3.80 | 3.60 | 3.80 | 3.65 | 1350 |
| Col. Kirkland | 3¾ | 3½ | 3½ | 3¾ | 23500 |
| Cons. Smelters | 152½ | 144¾ | 150 | 147¾ | 15384 |
| Cons. W. Dome. | 18¼ | 16½ | 16¾ | 18¾ | 137949 |
| Crown Res. | 24 | 20 | 20½ | 23⅞ | 107200 |
| Davidson C. | 1¾ | 1¾ | 1¾ | 1½ | 1000 |
| Dom. Kirk. | 1½ | 1½ | 1½ | .. | 1000 |
| Dome Mines | 17.50 | 16.85 | 17.00 | 17.40 | 5850 |
| Everett | 7½ | 6½ | 6½ | 7½ | 19500 |
| Goldale | 33½ | 30 | 30½ | 34 | 71000 |
| Gold Reef | 1¾ | 1¾ | 1¾ | 1⅜ | 8000 |
| Hattie | ½ | ½ | ½ | ½ | 11000 |
| Hattie, pref. | 2 | 1⅜ | 1¾ | 2 | 19509 |
| Hollinger | 17.30 | 17.10 | 17.25 | 17.15 | 1920 |
| Hunton | 7 | 6½ | 6⅝ | 6½ | 11000 |
| Indian | 5½ | 5 | 5 | 5¼ | 6000 |
| Kirk. Rand | 20 | 20 | 20 | 60 | 1000 |
| Int. Nick., com. | 46½ | 45 | 45¾ | 45⅞ | 3105 |
| Keeley | 1.68 | 1.59 | 1.61 | 1.65 | 39675 |
| Keora | 14 | 13 | 13 | 13¾ | 83800 |
| Kirk Lake | 81½ | 73½ | 75 | 80 | 42750 |
| Lakeside | 3¼ | 3 | 3 | 3 | 6000 |
| Lake Shore | 9.70 | 9.10 | 9.10 | 9.65 | 7345 |
| La Rose | 45 | 40 | 40 | 40½ | 33200 |
| Lorrain | 8¼ | 7¾ | 8 | 7⅛ | 34300 |
| Lorrain T. L. | 91 | 80 | 90 | 90 | 1200 |
| McKinley | 23½ | 20 | 21 | 22½ | 69800 |
| McIntyre | 22.20 | 21.72 | 21.95 | 22.10 | 6730 |
| Mining Corp. | 3.35 | 3.06 | 3.09 | 3.30 | 20495 |
| Moneta | 18 | 16 | 17 | 17 | 6500 |
| Newray | 40 | 36 | 36 | 39 | 1500 |
| Nipissing | 6.50 | 5.90 | 6.40 | 6.14 | 21580 |
| Night Hawk | 8 | 7½ | 7½ | 8 | 7500 |
| Noranda (new) | 10.30 | 9.95 | 10.10 | 10.20 | 17165 |
| Noranda (old) | 10.00 | 10.00 | 10.00 | 10.00 | 8 |
| Perley Silver | 12 | 12 | 12 | — | 5000 |
| Pete Lake | 2½ | 2½ | 2½ | 2¾ | 4000 |
| Porc. Crown | 6 | 4 | 4½ | 6 | 14000 |
| Premier Gold | 2.28 | 2.20 | 2.25 | 2.23 | 15375 |
| Preston | 7¾ | 6½ | 6¾ | 7½ | 22100 |
| Teck Hughes | 2.45 | 2.24 | 2.31 | 2.48 | 114885 |
| Thomp. Krist | 2 | 2 | 2 | 1½ | 6000 |
| Timiskaming | 14 | 14 | 14 | 13¾ | 8000 |
| Tough Oakes | 54 | 50 | 51 | 54 | 45100 |
| Sylvanite | 1.70 | 1.65 | 1.65 | — | 800 |
| Vic. Silver | 6½ | 6 | 6 | 6 | 1000 |
| Vipond Cons. | 1.60 | 1.43 | 1.48 | 1.59 | 115991 |
| Wasapika | 1¼ | 1¾ | 1¼ | 1¼ | 2000 |
| West Tree | 2⅜ | 2½ | 2½ | 2⅜ | 4000 |
| Wettlaufer | 4¾ | 4¾ | 4¾ | 4½ | 1000 |
| Wright Har. | 7.80 | 7.15 | 7.15 | 7.90 | 5685 |
| Vickers | 16 | 12 | 14 | 16 | 85200 |

# The Stock Market Record

WEEK ENDING DECEMBER 15

| | Div. Rate | Yield Dec. 14 | High for wk. | Low for wk. | Close Dec. 15 | Close Dec. 8 | Sales for wk. | Range 1925 High | Range 1925 Low |
|---|---|---|---|---|---|---|---|---|---|
| **Banks** | | | | | | | | | |
| Commerce | 12+1 | 5.77 | 226 | 224 | 225 | 224 | 409 | 229½ | 194¾ |
| Dominion | 12+1 | 5.98 | 217½ | 217 | 217¼ | 217 | 81 | 217½ | 189 |
| Can. Nationale | 10 | 6.45 | 155 | 155 | 155 | 154 | 169 | 155½ | 148 |
| Imperial | 12+1 | 6.18 | 210 | 207½ | 210 | 208 | 199 | 210 | 184 |
| Montreal | 12+2 | 5.36 | 262 | 260 | 262 | 260 | 231 | 271 | 240 |
| Nova Scotia | 16 | 5.62 | 284 | 283 | 284 | 283 | 233 | 285 | 262 |
| Royal | 12+2 | 5.62 | 249¼ | 247½ | 249¼ | 247½ | 207 | 255½ | 227¾ |
| Standard | 12 | 6.03 | 199¾ | 199 | 199½ | 200 | 162 | 200 | 170 |
| Toronto | 12 | 5.66 | 212½ | 212 | 212½ | 214 | 41 | 217½ | 192½ |
| **Paper—** | | | | | | | | | |
| Abitibi, com. | 4 | 5.29 | 75½ | 70¼ | 74 | 71¼ | 8262 | 75½ | 62 |
| Do. pref. | 7 | 6.36 | .. | .. | .. | .. | .. | 110 | 101 |
| Belgo-Can., com. | 6 | 6.03 | .. | .. | .. | .. | .. | 100 | 80 |
| Do. pref. | 7 | 7.21 | 97½ | 96¼ | 96⅛ | 97¼ | 1010 | 99½ | 95 |
| Brompton Pulp | . | .... | 29 | 22¼ | 28 | 23 | 9235 | 33¼ | 19½ |
| Laurentide | 6 | 6.59 | 91 | 85 | 89⅜ | 85¼ | 16987 | 91 | 73 |
| Price Bros. | 2 | 3.77 | 53 | 50¼ | 53 | 50¼ | 1428 | 55⅜ | 35⅛ |
| Do. pref. | 6½ | 6.77 | 96 | 95 | 95 | 96 | 230 | 96½ | 95 |
| Prov. Paper, com. | 6 | 5.82 | 103 | 103 | 103 | 103 | 82 | 111¼ | 92½ |
| Do. pref. | 7 | 6.79 | 103¼ | 103¼ | 103¼ | 103½ | 58 | 103½ | 95 |
| Smith, Howard, com. | . | .... | 42½ | 39 | 42 | 38⅞ | 995 | 47 | 21¼ |
| Do. pref. | 8 | 8.39 | 96 | 95 | 95 | 96 | 87 | 106 | 69½ |
| Spanish River, com. | 7 | 6.58 | 106½ | 100½ | 105 | 102 | 10205 | 111¼ | 92½ |
| Do. pref. | 7 | 5.93 | 118 | 115 | 118 | 114 | 415 | 127 | 110½ |
| St. Maurice Paper | 6 | 5.79 | 103½ | 102 | 102¼ | 103¼ | 470 | 104¼ | 80 |
| Wayagamack | . | .... | 72 | 64½ | 72 | 65 | 859 | 72 | 34½ |
| **Steel and Allied Industries—** | | | | | | | | | |
| B.E. Steel, com. | . | .... | 2¼ | 2½ | 2½ | 3 | 45 | 4⅜ | 1½ |
| Do. 1st pref. | . | .... | 29 | 28½ | 29 | 28½ | 75 | 36 | 22 |
| Do. 2nd year | . | .... | 10¼ | 9 | 9½ | 9¾ | 723 | 14⅜ | 6¾ |
| Can. Car & Found., com. | . | .... | 31¼ | 30½ | 30½ | 31½ | 125 | 57⅜ | 30½ |
| Do. pref. | 7 | 9.21 | 76½ | 76 | 76 | 76 | 200 | 90¼ | 76 |
| Can. Fairbanks, pref. | . | .... | .. | .. | .. | .. | .. | 46 | 46 |
| Can. Foundries, com. | . | .... | .. | .. | .. | .. | .. | 35 | 15 |
| Do. pref. | . | .... | .. | .. | .. | .. | .. | 50 | 40 |
| Can. Gen. Electric, com | . | .... | .. | .. | .. | .. | .. | 55 | 53 |
| Do. pref. | 7 | 6.14 | 57¼ | 56⅛ | 56¼ | 57½ | 205 | 60 | 50 |
| Canada Iron, com. | . | .... | .. | .. | .. | .. | .. | 8 | 8 |
| Do. pref. | . | .... | .. | .. | .. | .. | .. | 40 | 32 |
| Can. Locomotive, com | . | .... | .. | .. | .. | .. | .. | 71⅜ | 35 |
| Do. pref. | 7 | 9.21 | .. | .. | .. | .. | .. | 90 | 73½ |
| Dodge Bros., com. | . | .... | .. | .. | .. | .. | .. | 46½ | 22 |
| Do. pref. | 7 | 7.91 | .. | .. | .. | .. | .. | 89½ | 80¼ |
| Dominion Coal | . | .... | .. | .. | .. | .. | .. | 50 | 39¾ |
| Dominion Iron, pref. | . | .... | 24 | 23 | 24 | 25½ | 60 | 30 | 20 |
| Dominion Bridge | 4 | 4.21 | 95½ | 95 | 95 | 96 | 225 | 104 | 77 |
| Dominion Radiator, pref. | 7 | 6.89 | 101½ | 99½ | 101½ | 101 | 5 | 102½ | 98½ |
| Dom. Steel Corp., pref | . | .... | .. | .. | .. | .. | .. | 38 | 20½ |
| Ford Motor | 10 | .... | .. | .. | .. | .. | .. | 512 | 488 |
| Gould Mfg., com. | 6 | 6.00 | .. | .. | .. | .. | .. | 100 | 90 |
| N.S. Steel, com. | . | .... | .. | .. | .. | .. | .. | 13 | 8¾ |
| Do. pref. | . | .... | 29 | 29 | 29 | 22 | 15 | 32 | 21 |
| Ontario Steel, com. | 4+1 | 7.14 | .. | .. | .. | .. | .. | 75¼ | 41 |
| Do. pref. | 7 | 6.86 | 102 | 100 | 102 | 100 | 90 | 102 | 91½ |
| Russell Motor, com. | . | .... | 40 | 40 | 40 | 40 | 145 | 44½ | 24 |
| Do. pref. | 7 | 8.28 | 84½ | 84½ | 84½ | 84½ | 25 | 88 | 74½ |
| Sawyer-Massey, com. | . | .... | .. | .. | .. | .. | .. | 1 | 1 |
| Do. pref. | . | .... | .. | .. | .. | .. | .. | 20⅜ | 5 |
| Steel Co. of Canada, com | 7 | 7.21 | 98¾ | 96⅛ | 97 | 99 | 922 | 99 | 80 |
| Do. pref. | 7 | 6.14 | 114½ | 113 | 114½ | 114 | 78 | 115½ | 105 |
| **Milling and Foodstuffs—** | | | | | | | | | |
| Atlantic Sugar, com. | . | .... | 33⅜ | 32½ | 33 | 33½ | 1810 | 37½ | 13 |
| Do. pref. | . | .... | 82 | 81 | 82 | 82 | 330 | 88⅜ | 40 |
| B.C. Fishing | . | .... | 64⅜ | 58 | 60 | 62 | 5905 | 64⅜ | 19 |
| Canada Bread, com. | . | .... | 60 | 59 | 60 | 60 | 72 | 65 | 39¾ |
| Do. pref. (A) | 7 | 6.54 | 107 | 107 | 107 | 108 | 5 | 108 | 100 |
| Do. pref. (B) | 7 | 7.21 | 97 | 96 | 97 | 96½ | 192 | 97 | 85¾ |
| Can. Canners, com. | . | .... | 14¼ | 13½ | 13½ | 14½ | 149 | 15 | 11½ |
| Do. pref. | 2¼ | .... | 68¾ | 67 | 67 | 68½ | 834 | 69⅜ | 53¾ |
| Canadian Salt | 8 | 5.71 | .. | .. | .. | .. | .. | 154½ | 112 |
| Christie Biscuits, com. | . | .... | 62 | 62 | 62 | 63 | 8 | 64½ | 31¼ |
| Do. pref. | 7 | 5.93 | .. | .. | .. | .. | .. | 118 | 109½ |
| Can. Bakeries, com. | . | .... | 36 | 36 | 36 | 37 | 85 | 40 | 31 |
| Do. pref. | 7 | 7.36 | 95¼ | 95 | 95 | 95 | 335 | 96 | 93 |
| City Dairy, com. | 12 | 3.90 | 79 | 76 | 76 | 81 | 181 | 90½ | 65 |
| Do. pref. | 7 | 6.48 | 108 | 107 | 108 | 107½ | 10 | 110 | 104½ |
| Cuban Can. Sugar, com. | . | .... | 3½ | 3½ | 3½ | 3½ | 15 | 10 | 3½ |
| Do. pref. | . | .... | .. | .. | .. | .. | .. | 44½ | 25 |
| Dominion Stores, com. | 1.00 | .... | 61½ | 61 | 61½ | 63 | 33 | 72¾ | 28½ |
| Do. pref. | 8 | 7.47 | 107 | 107 | 107 | 107 | 63 | 109 | 97½ |
| Do. Rights | . | .... | .. | .. | .. | .. | .. | 12½ | 4 |
| Wm. Davies (A) | . | .... | 36½ | 34½ | 35⅛ | 35 | 729 | 36½ | 24 |
| Inter. Milling, pref. | 7 | 6.79 | 103 | 103 | 103 | 103 | 95 | 103 | 96¾ |
| Lake of Woods, com. | 12 | 6.85 | 175 | 173 | 175 | 175 | 126 | 193 | 169 |
| Do. pref. | 7 | 6.03 | .. | .. | .. | .. | .. | 125½ | 115 |
| Maple Leaf Mill, com. | . | .... | 94¾ | 94 | 94¾ | 93 | 35 | 100 | 80 |
| Do. pref. | 7 | 6.66 | 105 | 104 | 104½ | 104½ | 39 | 105 | 96 |
| Ogilvie Flour, com. | 5+3 | 4.84 | 165 | 165 | 165 | 165 | 91 | 180½ | 135 |
| Do. pref. | 7 | 5.73 | 122 | 122 | 122 | 120 | 5 | 127 | 120 |
| Pure Gold Mfg. | 50c | .... | 21 | 21 | 21 | 22 | 65 | 27 | 21 |
| Shredded Wheat | 10 | 5.88 | 170½ | 168 | 170½ | 168 | 220 | 170½ | 148 |
| St. Law. Flour, com. | . | .... | 37 | 36 | 36 | 35¾ | 75 | 65 | 27 |
| Do. pref. | 7 | 8.33 | 84 | 84 | 84 | 82 | 1000 | 84 | 78½ |
| West. Can. Flour | 8 | 6.66 | .. | .. | .. | .. | .. | 120 | 104½ |
| Western Grocers, com. | . | .... | 11½ | 11½ | 11½ | 12 | 10 | 14½ | 4½ |
| Do. pref. | . | .... | 51½ | 50 | 50½ | 52 | 85 | 54 | 38 |
| **Utilities—** | | | | | | | | | |
| Bell Telephone | 8 | 5.63 | 142 | 141 | 141⅜ | 141¼ | 779 | 142 | 132¾ |
| Consumers Gas | 10 | 5.65 | 177 | 175½ | 177 | 175 | 57 | 177 | 164 |
| Inter. Utilities (A) | . | .... | 38 | 38 | 38 | 38½ | 24 | 40½ | 35¼ |
| Jamaica Pub. Ser., pref. | 7 | 7.14 | 98 | 98 | 98 | 98 | 25 | 98½ | 96¾ |
| Kaministiquia | 8 | 5.71 | .. | .. | .. | .. | .. | 140½ | 100 |
| Laurentide Power | 5 | 4.63 | 108 | 108 | 108 | 105 | 65 | 108 | 93¾ |
| Mackay, com. | 7 | 5.18 | 135½ | 131½ | 135 | 131½ | 574 | 142 | 114½ |
| Do. pref. | 4 | 5.55 | 72¼ | 71½ | 72 | 72 | 378 | 77¾ | 67 |
| Mexican Light, com. | . | .... | .. | .. | .. | .. | .. | 34 | 22 |
| Do. pref. | . | .... | .. | .. | .. | .. | .. | 64 | 57 |
| Mont. L. H. & Pr. Cons. | 8 | 3.72 | 215¾ | 213¾ | 214½ | 215 | 3740 | 220 | 152 |
| Montreal Telegraph | 8 | 6.40 | .. | .. | .. | .. | .. | 55 | 45 |
| Ottawa L. H. & Pr. | 6 | 6.07 | .. | .. | .. | .. | .. | 103½ | 95 |
| Do. pref. | 6½ | 6.32 | 102¾ | 100⅛ | 100⅛ | 102½ | 25 | 109 | 100 |
| Quebec Power, com. | 5 | 4.54 | 110⅛ | 109½ | 110 | 110 | 67 | 119 | 85 |
| Do. pref. | 7 | 6.14 | 114 | 113 | 114 | 113 | 89 | 115 | 103½ |
| Shawinigan | 8 | 4.79 | 168½ | 166 | 166 | 169 | 519 | 175 | 130½ |
| South Can. Power, com | 1.00 | .... | 80 | 79 | 80 | 80 | 22 | 84 | 67 |
| **Transportation—** | | | | | | | | | |
| Can. Pacific Rly. | 10 | 6.82 | 146½ | 145½ | 146 | 146 | 320 | 152¼ | 137 |
| Can. Steamships, com. | . | .... | 11 | 11 | 11 | 12 | 135 | 13½ | 10 |
| Do. pref. | . | .... | 56 | 54½ | 55 | 56 | 1175 | 64½ | 42 |
| **Tractions—** | | | | | | | | | |
| Barcelona | . | .... | 29 | 27½ | 29 | 28½ | 1425 | 29 | 18½ |
| Brazilian | 4 | 4.83 | 83 | 78½ | 81½ | 79⅛ | 48967 | 83¼ | 49¾ |
| Do. pref. | 6 | 6.10 | 98¾ | 98¾ | 98¾ | 99 | 20 | 99 | 95 |
| Detroit Un. Rly. | . | .... | 3 | 3 | 3 | 3¼ | 200 | 29 | ¾ |
| Duluth-Superior | . | .... | 32½ | 31 | 32½ | 32½ | 180 | 42 | 29 |
| Illinois Traction, pref. | 6 | 6.25 | .. | .. | .. | .. | .. | 96 | 92 |
| Montreal Trams | 10 | 5.61 | .. | .. | .. | .. | .. | 187 | 160 |
| Ottawa Traction | 4+1 | 7.81 | 64 | 64 | 64 | 64 | 60 | 66¾ | 61 |
| Porto Rico Rlys, com. | . | .... | 41 | 40 | 41 | 40 | 50 | 46⅜ | 35½ |
| Do. pref. | 7 | 7.77 | 90 | 90 | 90 | 89 | 17 | 91¼ | 84 |
| Quebec Rly. | . | .... | .. | .. | .. | .. | .. | 24⅜ | 20 |
| Twin City, com. | 4 | 5.40 | 74½ | 71⅛ | 71⅛ | 74¾ | 1002 | 75 | 58 |
| Do. pref. | 7 | .... | .. | .. | .. | .. | .. | 97 | 94½ |
| Winnipeg Elec., com. | 1 | .... | 48½ | 47 | 48 | 47 | 1569 | 53⅞ | 35¾ |
| Do. pref. | 7 | 7.21 | 97 | 97 | 97 | 95 | 10 | 99½ | 87 |
| **Textiles—** | | | | | | | | | |
| Can. Conn. Cotton, pref. | 1 | .... | 51 | 50 | 50 | 50 | 95 | 51⅛ | 39 |
| Can. Converters | 7 | 7.77 | 91 | 89 | 91 | 89½ | 137 | 92 | 80 |
| Can. Cottons, com. | 8 | 6.72 | 119 | 119 | 119 | 119 | 20 | 124½ | 106 |
| Do. pref. | 6 | 6.21 | 96½ | 96½ | 96½ | 96½ | 27 | 96½ | 90 |
| Can. Woollens, com. | . | .... | .. | .. | .. | .. | .. | 15 | 5½ |
| Do. pref. | . | .... | 55 | 55 | 55 | 59½ | 75 | 61 | 40 |
| Dom. Textiles, com. | 5 | 5.55 | 90 | 89 | 90 | 90 | 652 | 95½ | 66 |
| Do. pref. | 7 | 5.90 | .. | .. | .. | .. | .. | 118½ | 111 |
| Monarch Knitting, com | 1 | .... | .. | .. | .. | .. | .. | 45 | 30 |
| Do. pref. | . | .... | .. | .. | .. | .. | .. | 80 | 45 |
| Montreal Cotton, com. | 6 | 5.84 | .. | .. | .. | .. | .. | 105 | 95 |
| Do. pref. | 7 | 6.25 | 112 | 112 | 112 | 112 | 1 | 117½ | 109 |
| Penmans, com. | 8 | 4.37 | 183 | 183 | 183 | 179½ | 60 | 185 | 144 |
| Do. pref. | 6 | 5.82 | 103 | 103 | 103 | 103 | 35 | 105¾ | 99 |
| Wabasso Cotton | 4 | 6.06 | .. | .. | .. | .. | .. | 66½ | 55½ |
| **General Industrials—** | | | | | | | | | |
| Amer. Salesbook, com. | 4.00 | 6.66 | 61 | 60 | 60 | 60 | 53 | 61 | 38 |
| Do. pref. | 7 | 7.44 | 94 | 93⅛ | 93⅛ | 94 | 54 | 94 | 88 |
| Asbestos, com. | 6 | 6.28 | 95⅛ | 93¾ | 95 | 94 | 535 | 98 | 35 |
| Do. pref. | 6 | 5.17 | 116 | 114½ | 114½ | 115 | 1052 | 117 | 73½ |
| Bird & Son. pref. | 7 | 8.40 | .. | .. | .. | .. | .. | 83¾ | 80 |
| Brantford Cordage, pref. | 2 | .... | 27 | 26½ | 27 | 27 | 82 | 28 | 25 |
| Burt, F. N., com. | 12 | 4.80 | 64 | 62 | 63¾ | 63¾ | 323 | 67 | 44 |
| Do. pref. | 7 | 2.76 | .. | .. | .. | .. | .. | 253 | 142½ |
| Canada Cement, com. | 6 | 5.79 | 103½ | 101½ | 103¼ | 103½ | 991 | 114 | 90½ |
| Do. pref. | 7 | 6.03 | 116 | 115½ | 115¾ | 116 | 83 | 117½ | 107 |
| Cons. Rubber, pref. | 7 | .... | .. | .. | .. | .. | .. | 90 | 85 |
| Can. Indust. Alcohol | 1.28 | 8.00 | 16 | 15½ | 16 | 16 | 1880 | 20½ | 14 |
| Carr Factories, com. | . | .... | .. | .. | .. | .. | .. | 2½ | 1 |
| Crows Nest Coal | 6 | .... | 49½ | 48 | 49½ | 50 | 50 | 55½ | 35 |
| Dom. Glass, com. | 7 | 7.52 | 94 | 89¾ | 90 | 94½ | 1271 | 116⅛ | 89¾ |
| Do. pref. | 7 | 6.25 | 112 | 112 | 112 | 114 | 180 | 115 | 110½ |
| Eastern Theatres, com | . | .... | 18½ | 18½ | 18½ | 18½ | 3 | 19½ | 14 |
| Do. pref. | 7 | 8.23 | 85 | 85 | 85 | 86 | 11 | 88 | 70 |
| Gilman, com. | 6 | 5.33 | 105 | 105 | 105 | 101 | 10 | 108¾ | 80 |
| Do. pref. | 7 | 6.66 | 112½ | 112½ | 112½ | 110 | 95 | 116 | 100 |
| Goodyear Tire, pref. | 7 | 7.36 | 97 | 94½ | 94½ | 95¾ | 300 | 100½ | 90 |
| Holt, Renfrew, pref. | 7 | 8.33 | .. | .. | .. | .. | .. | 82½ | 65 |
| King Ed. Hotel | . | .... | 30 | 30 | 30 | 32 | 50 | 32 | 20 |
| Lyall Construction | . | .... | 25¼ | 24 | 24 | 25 | 90 | 29 | 11 |
| National Brew., com. | 4 | 7.04 | 56¾ | 55¼ | 55¾ | 56 | 6972 | 68 | 42 |
| Do. pref. | 7 | 6.65 | .. | .. | .. | .. | .. | 110 | 98 |
| National Brick, com. | . | .... | .. | .. | .. | .. | .. | 18 | 15 |
| Do. pref. | 7 | 9.82 | 71¼ | 71¼ | 71¼ | 72 | 23 | 79½ | 70 |
| Pacific Burt, com. | 6 | 6.81 | .. | .. | .. | .. | .. | 96 | 87 |
| Do. pref. | 7 | 6.94 | 102½ | 102½ | 102½ | 100⅛ | 2 | 107 | 100½ |
| Port Hope Sanitary, com. | . | .... | .. | .. | .. | .. | .. | 85 | 53 |
| Do. pref. | 7 | 7.07 | .. | .. | .. | .. | .. | 100 | 88 |
| Rogers, Wm. A., com. | . | .... | .. | .. | .. | .. | .. | 65 | 50 |
| Do. pref. | 7 | 7.91 | 90 | 90 | 90 | 88⅛ | 10 | 95 | 88 |
| Sherwin-Williams, com. | 6 | 4.87 | 123 | 121½ | 122 | 128 | 231 | 130 | 115 |
| Do. pref. | 7 | 6.14 | 114 | 112 | 113¼ | 111 | 210 | 114 | 104¾ |
| Sterling Coal | 4 | 10.00 | 40 | 39¾ | 40 | 40 | 70 | 53 | 39 |
| Tooke Bros., com. | . | .... | .. | .. | .. | .. | .. | 8 | 8 |
| Do. pref. | . | .... | .. | .. | .. | .. | .. | 62⅛ | 37 |
| Tuckett Tobacco, com. | 4 | 5.97 | 67 | 67 | 67 | 67 | 20 | 70 | 59 |
| Do. pref. | 7 | 6.84 | 102¼ | 102¾ | 102¼ | 102 | 1 | 103 | 96¾ |
| Woods Mfg., com. | . | .... | 45½ | 40 | 45½ | 40 | 840 | 49 | 20 |
| Do. pref. | 7 | 8.97 | 80 | 78 | 80 | 78 | 55 | 80 | 64⅛ |
| **Trust and Loan—** | | | | | | | | | |
| Canada Landed | 10 | 5.31 | 94⅛ | 93 | 94⅛ | 94 | 136 | 97 | 80 |
| Can. Permanent | 12 | 5.91 | 203½ | 201 | 201 | 205 | 151 | 208 | 190 |
| Colonial Invest. | 6 | .... | .. | .. | .. | .. | .. | 5½ | 4 |
| Hamilton Prov. | 10 | 6.41 | .. | .. | .. | .. | .. | 156 | 154 |
| Huron & Erie | 7 | 5.51 | .. | .. | .. | .. | .. | 130 | 125 |
| Landed Banking | 9 | 6.16 | .. | .. | .. | .. | .. | 146 | 142 |
| Montreal Loan | 12+1 | 6.50 | .. | .. | .. | .. | .. | 50 | 48 |
| National Trust | 12 | 5.26 | .. | .. | .. | .. | .. | 228 | 210 |
| Ontario Loan | 11 | 5.33 | 103 | 103 | 103 | 103⅛ | 6 | 105 | 99 |
| Real Estate Loan | 7 | 8.23 | .. | .. | .. | .. | .. | 88½ | 85 |
| Toronto Gen. Trusts | 12 | 5.42 | 221 | 219 | 221 | 217 | 48 | 221 | 208 |
| Toronto Mortgage | 10+1 | 5.97 | .. | .. | .. | .. | .. | 92 | 87¾ |
| Union Trust | 7 | 7.77 | .. | .. | .. | .. | .. | 90 | 85⅜ |

### THE CURB MARKET

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Brit. Amer. Oil | 8+2 | 5.10 | 49 | 48 | 49 | 49 | 1411 | 49¼ | 36½ |
| Can. Oil, com. | . | .... | 58 | 58 | 58 | 58 | 21 | 60 | 38 |
| Do. pref. | 8 | .... | 99¾ | 98½ | 98½ | 97¼ | 22 | 100 | 97 |
| Continental Oil | 25c | .... | 25 | 24⅛ | 25 | 25½ | 130 | 29 | 22½ |
| Imperial Oil | 1.00 | 2.72 | 38½ | 35¼ | 37¾ | 36⅛ | 4423 | 38½ | 27½ |
| Inter. Petroleum | 75c | 2.22 | 34¼ | 33¼ | 33½ | 34¼ | 3790 | 35½ | 22⅜ |
| East Engineering | . | .... | 2 | 2 | 2 | — | 9 | 2 | 2 |
| North Star, com. | . | .... | .. | .. | .. | .. | .. | 1.60 | .75 |
| Do. pref. | 7 | .... | 4.50 | 4.50 | 4.50 | 4.50 | 20 | 4.50 | 3.90 |
| Good. & Worts | . | .... | 192 | 175 | 185 | 198 | 350 | 200 | 120 |
| St. Maur. Power | . | .... | 77 | 75 | 77 | .. | 27 | 77 | 75 |
| Volcanic Oil | . | .... | 29 | 29 | 29 | 31 | 20 | 31 | 24 |

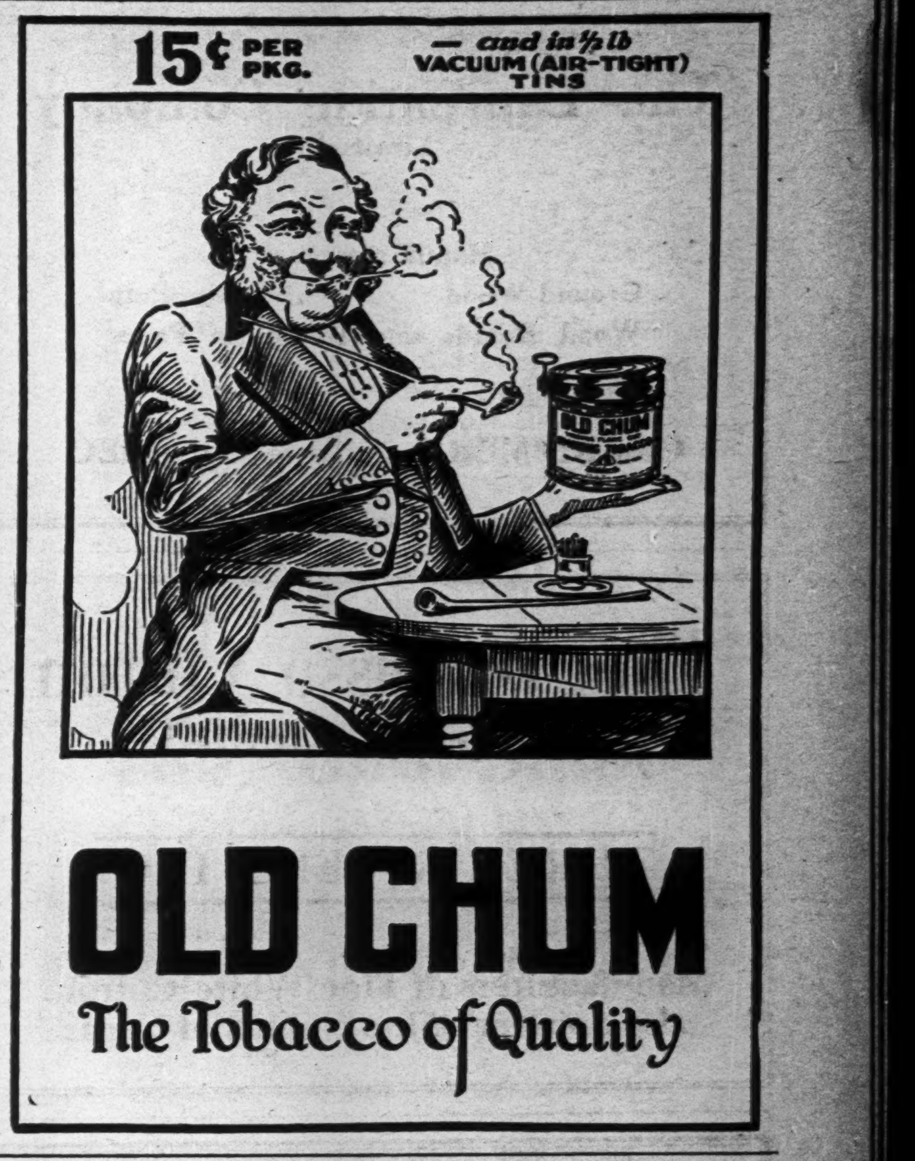
### UNLISTED SECURITIES

Industrials, Utilities, etc.—

| | Bid | Asked |
|---|---|---|
| Brooks Steamer (1 pref, 2 com.) | 4 | 6 |
| Can. Machinery, com. | 4 | 7 |
| Can. Machinery, pref. | 13 | 17 |
| Can. Westinghouse, com. | 151 | 155 |
| Cockshutt Plow, pref. | 44 | 46 |
| Cosgrave Brewery | 4 | 4½ |
| Dom. Combing (1 pref, 2 com.) | 25 | 35 |
| Dom. Power, pref. | 93 | 96 |
| English Electric, com. | 14 | 16 |
| English Electric, pref. | 56 | 59 |
| Famous Players, com. | 11 | 12½ |
| Gunns, Ltd., pref. | 30 | 32 |
| Gotfredson Truck, com. | 24½ | 25½ |
| Imperial Tobacco | 6 | 7 |
| King Edward Hotel, Deb. A. | 74 | 78 |
| King Edward Hotel, Deb. B. | 54 | 58 |
| K. & S. Tire, pref. | 7 | 11 |
| Loew's Toronto, com. | 29 | 32 |
| Loew's London, com. | 2¼ | 2½ |
| Loew's Ottawa, pref. | 12½ | 16½ |
| Massey-Harris | 62½ | 64 |
| Mount Royal Hotel, com. | 6 | 7 |
| Mount Royal Hotel, pref. | 43 | 43½ |
| North Mexico Power, com. | 50 | 52 |
| R. Simpson, pref. | 99½ | .. |
| Willard's, pref. | 72 | 76 |
| Loblaw Groceterias, com. | 53 | 57 |
| Capital Life 25% Paid | 21 | 25 |
| Continental Life 20% Paid | 38 | .. |
| Crown Life | 120 | .. |
| Empire Life | 21 | .. |
| Excelsior Life 26% Paid | 39 | .. |
| Great West Life | 350 | .. |
| Imperial Life | 160 | .. |
| Monarch Life 10% Paid | 16 | 17½ |
| Manufacturers Life 20% Paid | 76 | .. |
| Montreal Life 20% Paid | 25 | .. |
| National Life 25% Paid | 47 | .. |
| Re-insurance | 11 | 14½ |
| Security Life 40% Paid | 33½ | 37 |
| Sovereign Life 25% Paid | 23 | 26 |
| Sun Life 35% Paid | 155 | .. |
| Sun Life 50% Paid | 220 | .. |
| Comm. Finance, pref. | 60 | 63 |
| Comm. Finance, com. | 10¼ | 13 |
| Manfrs. Finance 50%, com. | 7½ | 8½ |
| Mortgage Dis., pref. | 7¼ | 7¾ |
| Toronto Finance, pref. | 5½ | 6¾ |

## Dividend Increase Talk for Brazilian Revived

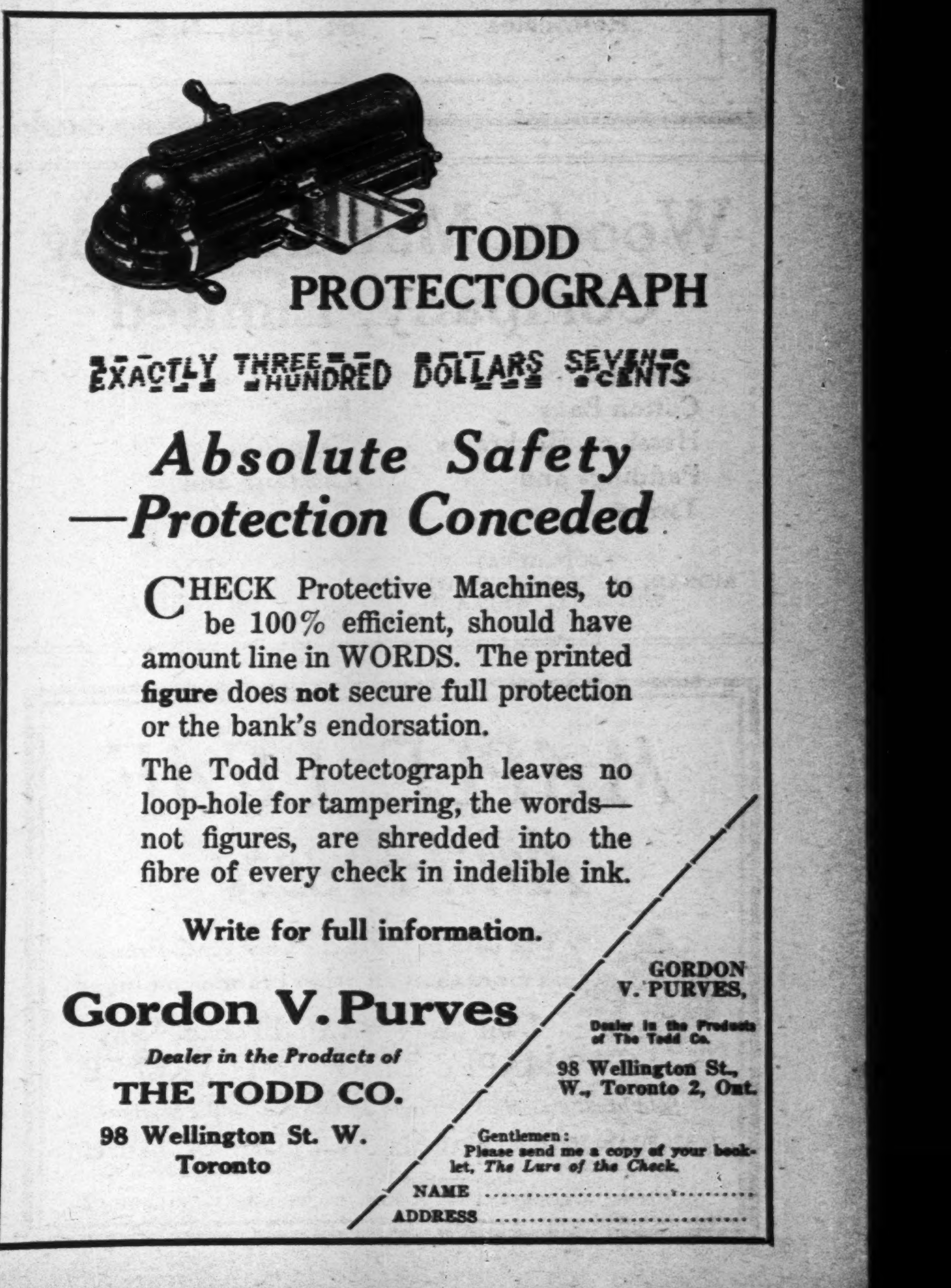
Renewed interest in Brazilian took the market price up close to the year's high. This stock has always been popular with the speculative element and under the favorable market conditions now prevailing much higher prices are being talked. However, it is evident that recent buying has brought on quite heavy realizing, indicating that operations for the advance are not without their discouragements. Rumors of a dividend increase are heard persistently in connection with these recurring buying moves.



15¢ PER PKG.
—and in ½ lb VACUUM (AIR-TIGHT) TINS

OLD CHUM

The Tobacco of Quality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Absolute Safety —Protection Conceded

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The Todd Protectograph leaves no loop-hole for tampering, the words—not figures, are shredded into the fibre of every check in indelible ink.

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Manufacturers of
Ground Wood - Sulphite Pulp
Wood Boards and Newsprint Paper

GRAND'MERE -:- QUEBEC

**The Wabasso Cotton Company, Limited**

THREE RIVERS, P. Q.

Manufacturers of Fine White Cotton,
also Spinner's Fine Counts of Yarns

**DOMINION BRIDGE CO.**
LIMITED
MONTREAL, P.Q.

ENGINEERS, MANUFACTURERS *and*
ERECTORS *of* STEEL STRUCTURES

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Lantic Sugar

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Refineries - St. John, N.B.

**Woods Manufacturing Company, Limited**

| | |
|---|---|
| Jute and Cotton Bags | Tents |
| Hessians, Buckrams | Flags |
| Paddings and Twine | Tarpaulins |
| | Clothing and Cotton Fabrics |

FACTORIES AT
MONTREAL, TORONTO, OTTAWA
WINNIPEG, WELLAND

HEAD OFFICE:
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*MAPLE LEAF Anti-Freeze*

The sale of "Maple Leaf Anti-Freeze" is more than all other brands combined.

Don't say "Anti-Freeze," say "MAPLE LEAF ANTI-FREEZE"

TRADE MARK

*Sold in all first-class Garages, Service and Filling Stations.*

CANADIAN INDUSTRIAL ALCOHOL COMPANY LIMITED
Distributing Warehouses:
MONTREAL — CORBYVILLE — TORONTO — WINNIPEG — VANCOUVER

# INTERNATIONAL IS NOW ON MONTREAL STOCK EXCHANGE

## Leading Newsprint Company of World Now Traded in Canada

**From Our Own Correspondent.**

MONTREAL.—In view of its large expansion programme in this country, the International Paper Company has decided to list $31,820,000, 7 per cent., cumulative, preferred shares, and 500,000 shares of no par value common stock, on the Montreal Stock Exchange. These stocks are now listed on the New York and Boston exchanges and application has been made on behalf of the company by Drury and Company for their listing here.

The International Paper Company recently commenced construction of a 500-ton newsprint mill near Ottawa; in order to supply this mill with power, it is developing a water power site on the Gatineau River. The company's Three Rivers mill is at present being increased to a capacity of 700 tons daily, and, in addition, the Kipawa plant is being extended in order to produce 250 tons a day of sulphite. These expenditures in this country will amount to well over $30,000,000.

It is understood that a large body of influential Canadians have recently interested themselves in the common stock of the company.

### The Foremost Producer

The International Paper Company, as the result of a merger in 1898, became the owner of mills, waterpowers and limits previously owned by a group of the leading paper producers in the eastern states. At that time it was the largest producer in the world, a position which has only been strengthened during the past 25 years. The company now operates 25 pulp and paper mills in the United States and Canada with a normal daily capacity of:

Paper, 1,926 tons.
Groundwood, 1,696 tons.
Sulphite, 539 tons.
Sulphate, 55 tons.

The normal consumption of pulpwood by these mills amounts to nearly 800,000 cords a year. This wood comes from the company's timber holdings, which in the aggregate amount to 7,051 square miles. Included in the scope of its operations is a coal mine and several hydro-electric plants.

# WAYAGAMACK NEWS IS NOW PRODUCING

## Three Rivers Company Joins the Newsprint Ranks This Week With 200 Tons a Day

**From Our Own Correspondent.**

MONTREAL.—The formal opening of the new newsprint plant of the Wayagamack News, Ltd., took place this week at Three Rivers, P. Q. The News company was incorporated just over a year ago for the purpose of erecting a groundwood and newsprint mill on Wayagamack Island, alongside the present kraft mills, with a daily capacity of 150 tons of groundwood and 200 tons of newsprint. All the common stock of the subsidiary is held by the Wayagamack Pulp and Paper Company and the plant is operated by the parent company.

This week the News company started on its course as a newsprint producer and with the more diversified output Wayagamack should be able to create for itself larger earnings without a commensurate increase of expenses. There should be a substantial saving in overhead alone and it is estimated that approximately $200,000 overhead now carried by the kraft mills will be absorbed by the new unit making for higher net profits.

A large number of pulp and paper men, investors and financial men were on hand at Three Rivers to attend the formal opening and to see the machines begin their active careers.

# POWER TURNED ON AT ABITIBI PLANT

## Work During Year Should Result in Lower Costs — In Favorable Position

**From Our Own Correspondent.**

MONTREAL.—Power from the Island Falls plant of the Abitibi Power and Paper Company has been turned on permanently and steam is now being generated electrically and being distributed through the mill.

It is estimated that the earnings for the current year will be about $11 per share. The fiscal year of the company ends with the calendar year and earnings on the common stock during the last four years have been as follows:

1921, $11.07; 1922, $7.25; 1923, $9.59; 1924, $10.95.

It is understood that Abitibi's newsprint costs are running slightly in excess of $50 per ton, and now that the power extensions from its Island Falls plant have been completed, this will be reduced. At present Abitibi has some 1,200 men on its mill and maintenance payroll and over 1,500 engaged on woods operations.

In addition to electrical construction, the company has added approximately 40 miles to its logging road this year, bringing total mileage close to the 70 mark. This logging road gives Abitibi an advantage as it enables it to move its cut without delay, eliminating the heavy tie-up the majority of pulp companies face through the year's tie-up between woods and mill.

Abitibi's position is very favorable, not only in regard to low cost of pulpwood, provided at a comparatively small expenditure of working capital, but the milling operations themselves are among the most economical in the country. Then again, the acquisition of the water power from the Hollinger Gold Mines should prove a very valuable asset. Not only does it enable it to work at capacity with an ample supply of power, but when its plans for an increase in its present output of some 500 tons daily are carried into effect, the new power will be of great advantage, not only in its volume but in the cost per horsepower.

# DUKE-PRICE POWER WELL SAFEGUARDED

## Must Sell Surplus Power Before Aluminum Company's Power Sales Begin

**From Our Own Correspondent.**

MONTREAL.—The next three or four months will witness the construction of a transmission line from the Duke-Price power plant to the site of the new plant of the Aluminum Company on the Sauguenay River. The aluminum company will utilize the energy from the Price Brothers' subsidiary until such time as its own hydro-electric plant of 800,000 h.p. capacity at Grande Decharge is completed.

This news means much for the Duke-Price Power, as it is understood that the aluminum plant will be completed by the end of 1926, whereas the Grande Decharge hydro development will probably take about five years to complete — possibly more — and in the meantime the Chute a Caron plant will have an ample and steady market for its surplus power. Whilst the aluminum plant is being completed, there will also be a considerable amount of power utilized.

At the present time Duke-Price has machinery installed to produce 360,000 h.p. This horsepower is not being all developed at present, as a coffer dam has been placed further up the river to allow more work on the power site, which will increase the amount of water available at the development.

### Outlook is Bright

Duke-Price Power appears to have the power situation on the Saguenay River well in hand, for, in addition to obtaining the contract to supply the aluminum company pending the development of that company's own plant, it is understood that before disposing of the Grande Decharge power site to the aluminum company, an agreement was entered into whereby the new plant would not sell its power until such time as Duke-Price had successfully disposed of its entire output.

This means, therefore, that the holders of securities of this power company need not fear an overproduction of power in the territory served by their company. The ultimate development at the Duke-Price plant calls for 540,000 h.p.

# THE CHEMICAL PULPS IN STRONG DEMAND

## U. S. Import Figures Show Big Increases in Canadian Imports and Prices

**From Our Own Correspondent.**

MONTREAL.—The chemical pulp imports into the United States for the month of October show remarkably clearly the improved situation of the chemical pulp industry in Canada. The figures on sulphite imports show a falling off in the total as compared with 1924, but imports from Canada show a handsome increase, whereas imports from other countries show a big drop. The average prices obtained for sulphite pulp during the month have moved up to $67, as compared with $58 during the corresponding month of the preceding year. The total imports for the first ten months of this year have increased decidedly also.

Referring to the sulphate figures, the showing is not as satisfactory as in the case of sulphite, but improvement is shown here, too, for the average price during the month was $59, as compared with $55 in October last year. The total imports fell off considerably also, but to a larger extent than the imports from this country.

However, the total sulphate imports for the first ten months of this year have taken a decided increase and these figures, coupled with the better prices, must mean considerable to the Canadian manufacturers of kraft pulp, chief of whom are Wayagamack and Dryden.

The figures follow:

**Sulphite Imports**

| October— | 1924 | 1925 |
|---|---|---|
| Average price in October... | $58 | $67 |
| | Tons | Tons |
| Total Imports ............ | 89,978 | 78,253 |
| From Canada ............ | 29,353 | 36,952 |
| From elsewhere ............ | 50,625 | 41,301 |
| 10 months to October...... | 674,964 | 729,164 |

**Sulphate Imports**

| October— | 1924 | 1925 |
|---|---|---|
| Average price in October... | $55 | $59 |
| | Tons | Tons |
| Total Imports ............ | 29,373 | 25,524 |
| From Canada ............ | 10,899 | 9,785 |
| From Elsewhere ............ | 18,474 | 15,739 |
| 10 Months to October...... | 232,648 | 252,899 |

# Slight Loss From Flood by Quebec P. & P. Mills

**From Our Own Correspondent.**

MONTREAL.—Operations of the Quebec Pulp and Paper Mills at Val Jalbert, P.Q., were interrupted a week ago by a flood in that neighborhood which prevented the operation of the mill. It is stated that the damage done was not extensive and that the mill will begin operating in a few days. The flow of water has subsided sufficiently to permit the reopening of the mill as soon as the approaches to the intake pipes have been cleared of earth and other obstructions which were carried there by the abnormal flow of water.

The damage to the company was limited to a portion of two of its dams and to a few other losses which were of a minor character.

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# International Machines Buys Canadian Shares

NEW YORK.—Sales of International Business Machines Corp. and subsidiaries for the first nine months of 1925 were $11,443,850. Corporation has acquired 1,200 shares of common stock of the International Business Machines Co., Ltd., its Canadian subsidiary, giving it 100 per cent. ownership. An additional 500 shares of stock of International Business Machines Co. of Delaware was also acquired at $100 a share.

Consolidated balance sheet of International Business Machines Corp. and subsidiaries as of September 30, 1925, show assets of $31,609,143.

# IRON FOUNDRIES SHOWED BETTER EARNING POWER

## Volume of Business Somewhat Smaller, But Material Prices Lower

**From Our Own Correspondent.**

MONTREAL. — Earnings of the Canada Iron Foundries for the year ending September 30, 1925, show on increase over last year of over $10,000 and stand at $350,209 for the year. The company's sales were lower during the year both in value and in tonnage as compared with 1924. The average sales price of the output was also lower and, whilst labor conditions remained unchanged, the company had an advantage over the preceding year in the purchase of its raw materials, which, in the final result, brought this improvement in the operating profits.

The net earnings for the year after providing for depreciation, interest, and maintenance, amounted to $157,101, as compared with $132,643 in 1924. The company's strong working capital position has again undergone improvements this year. After the payment of dividends there remained $1,989, which was transferred to surplus.

Changes in the balance sheet were of a minor character. The cash on hand shows a decided falling off but this was more than offset by the increased investment in government bonds, and also by the increase in call loans outstanding.

The profit and loss figures and the working capital position figures follow:

| | 1925 | 1924 | 1923 |
|---|---|---|---|
| Earnings | $350,209 | $339,769 | $348,518 |
| Int. & exch. | 76,333 | 64,237 | 54,119 |
| Totals | $426,542 | $404,006 | $402,637 |
| Deprec. | 195,059 | 195,059 | 195,059 |
| Balance | $231,483 | $208,947 | $207,578 |
| xInterest | 64,491 | 66,050 | 67,730 |
| Balance | $166,992 | $142,897 | $139,848 |
| Maintenance | 9,891 | 10,254 | 10,531 |
| Balance | $157,101 | $132,643 | $129,317 |
| Pfd. divs. | 155,112 | 116,334 | 77,556 |
| Surplus | $ 1,989 | $ 16,309 | $ 51,761 |
| Prev. bal. | 19,153 | 2,845 | 1,084 |
| Balance | $ 21,142 | $ 19,154 | $ 52,845 |
| Trans. to res. | ...... | ...... | 50,000 |
| P. & L. bal. | $ 21,142 | $ 19,154 | $ 2,845 |

**The Working Capital**

| | 1925 | 1924 |
|---|---|---|
| Curr. assets | $2,283,243 | $1,980,145 |
| Curr. liabs. | 316,321 | 248,031 |
| Work. capital | $1,966,922 | $1,732,114 |

The president, V. J. Hughes, in his remarks to the shareholders said in part:

European competition, from countries with depreciated currencies and cheap labor, has again affected our pipe business at Three Rivers and Fort William by offering prices which it was difficult and in some cases impossible to meet. There was also a reduction in the output of the Ontario plants, due in a large measure to the decrease in railway orders. At all the plants operations have in consequence been irregular.

Your company has during the year entered into an agreement to divest itself of its interest in the Northern New Brunswick & Seaboard Railway Co. The share capital of the railway company was one of the assets taken over from the liquidators of the Canada Iron Corporation, Limited, in 1915, but has proved merely a source of expense. In connection with the transfer of the railway company and in order to obtain a release from the Government of New Brunswick of any contingent claim against this company, it was agreed to hand over to the railway company certain rights-of-way which were the property of this company. These were subject to the deed securing the debenture stock, but the trustees for the stock agreed to release them for a consideration of $50,000. Debenture stock to that amount was purchased by the company and handed to the trustees for concellation. The result of this appears on the balance sheet in the reduction of the debenture stock outstanding by that amount in addition to the amount of the ordinary sinking fund payment.

## Atlantic Sugar Refineries Formulates Future Plans

MONTREAL.—It is learned that the negotiations leading to the funding of the raw sugar debt of the Atlantic Sugar Refineries have met with considerable success, and it is understood that a meeting of the board will take place shortly to discuss the results which have been achieved.

It is expected that a meeting of shareholders will be called soon at which the management will submit the company's plans for the future to the shareholders.

## Montreal Stock Exchange Augments Unlisted Stocks

**From Our Own Correspondent.**

MONTREAL.—An extension of the scope and facilities of the unlisted department of the Montreal Stock Exchange was inaugurated this week when the following securities were added to those traded in in this department: Imperial Oil, International Nickel, British American Oil, International Petroleum.

In conjunction with the new listings, important regulations have been adopted to govern the trading of the unlisted department. One of the new regulations states that all transactions in securities admitted to trading must take place on the board and during the daily session. This will have the effect of establishing a definite price for the unlisted stocks, which up to the present have been subject to variable quotations.

## Control of Moirs, Ltd., to Remain in Maritimes

HALIFAX.—In connection with the reorganization of Moir's Limited, and the public offering of bonds in connection therewith, the personnel of the new board of directors is regarded with considerable satisfaction locally. With James W. Moir as chairman of the board, O. E. Smith, president, and other Halifax business men as directors, it is believed that the enterprise has not only been greatly strengthened but that control will remain in the city and in the Maritimes. President Smith has made a statement that the business is not to be disturbed and that this was made clear to him when he accepted office.

The growth of the business of Moir's Limited, can be somewhat visualized by figures showing the production in 1904 to have been, in gross sales, $347,964; in 1914, $1,073,895 and in 1924, $2,752,421, or in twenty years a growth of eight times the gross sales. The value of Moir's Limited, and the security of it as an industrial investment, is shown by the figures that state the established assets, together with the net current assets, have a combined valuation of $2,764,857.04, as against $1,000,000 first mortgage bonds now being issued equivalent to over $2,700 per $1,000 bond.

# B.C. Fishing Gets Back to Level of Old Dividend Days

## Market Interest Centres in the Dividend Action of the Directors —Market Recently Favorable tc Good Earnings

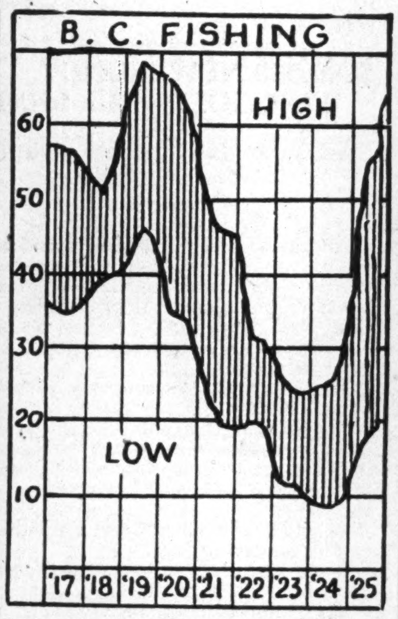
When B. C. Fishing and Packing Company common shares sold up to 64⅝ last week, they touched their high point for the current movement which started during the latter part of 1923, and has been pretty steadily maintained in the intervening months. The opening this year was only slightly better than 20, and since then the advance has been very consistent. Since the recent high point was reached, there has been some reaction evidently on profit-taking.

The company has a record which indicates most attractive speculative possibilities. There are no bonds outstanding or preferred shares issued, with the result that the holders of the common stock are the owners of the company in a very direct sense and stand to share in the profits made — at the same time being in a position where they alone are affected by unfavorable developments. However, the dividend record has not been marked by regularity and the reaction in the shares this week seemed to indicate uncertainty as to what the early future might hold in this connection.

B. C. Packers was incorporated under its present name in 1914, when it became the holding company for the British Columbia Packers' Association, with capital stock of $5,000,000 in shares of $100 par value, being sufficient to provide for exchange of the preferred and common shares of the old company and leave a balance of $708,200 for further development. Shareholders were given the opportunity of exchanging the old preferred and common stock on the basis of two new shares for one of old of either issue. From January, 1921, the company ceased to be a holding company and became an operating concern.

The company operates some 25 canneries, a cold storage plant and a sawmill in British Columbia; also one cannery on Puget Sound. It controls the George & Barker Salmon Packing Company, the bonds of which are guaranteed to the extent of $43,000.

In 1919 the pack consisted of 236,428 cases of salmon; 1920, 238,769 cases; 1921, 165,355 cases; 1922, 227,817 cases; 1923, 240,643 cases and 1925, 281,002 cases. The pack for 1925 has not been quite up to that of 1924, but the decline in volume has been more than made up from the standpoint of earnings by the improvement in prices. The market has evidently taken this into consideration as bearing on the possibilities of a resumption of the dividend which was passed in 1921. An initial dividend of 1¾ per cent. was paid on November 21, 1914; May 21 and Nov. 21, 1915, 1¾ per cent. each; May 21 and Nov. 21, 1916, and May 21 and Nov. 21, 1917, 2 per cent. each; May 21, 1918, 2½ per cent.; Aug. 21 and Nov. 21, 1918, and Feb. 21 and May 21, 1919, 1¼ per cent. each; Aug. 21, 1919, 1½ per cent., which quarterly rate was maintained up to and including May 1, 1921—none since.



When the common shares recently sold above 64, they approached the high point of the dividend paying years earlier in the company's history.

At the close of 1924 the company showed net assets amounting to $100.12 for each share of stock outstanding. The company has no funded debt and its loans from the bank, which amounted to $360,000 at the end of 1924, are believed to have been liquidated or practically so by the sale of large stocks of fish carried over at the end of that year. It is estimated that the company's liquid assets are in excess of $30 a share. It is apparent, therefore, that there is a large equity in current assets and property behind this company's capital stock.

# FIVE CITIES HAVING RAILWAY TROUBLES

## Hamilton and London Were Threatened With Complete Tie-Up of Cars

St. Thomas, Guelph, Hamilton, London and Brantford are western Ontario centres that are having trouble with their street railways. St. Thomas is going to abandon its system. Brantford wants to drop part of its radial system. In London and Hamilton, the two larger of the five cities, a serious situation confronts. Hamilton averted a tie-up by making concessions to the railway to keep operating while a new agreement is being negotiated. Hamilton ratepayers recently turned down a by-law to purchase or grant a new franchise. Neither proposal proved acceptable, and the Dominion Power and Transmission Co. decided to quit at once.

London has a situation much the same. The Ontario Railway and Municipal Board decided that the street railway must operate on a seven-tickets-for-25c. tariff and the company decided to quit. Now the city is busy trying to straighten the matter out.

Guelph has been losing money steadily. The placing of the system under the operation of the Ontario Hydro Commission has not stopped the drain on the city coffers, and there is a plan on foot now to have the ratepayers pass on a proposal to return control to the city, and that the operation of the railway be placed under control of a local commission.

**Jamaica Public Service Co.**

| October— | 1925 | 1924 |
|---|---|---|
| Gross Earn. | $54,011 | $48,438 |
| Net Earn. | 22,505 | 16,468 |
| Surp. after Charges | 16,196 | 9,825 |
| 12 Months Ending October 31— | 1925 | 1924 |
| Gross Earn. | $613,485 | $573,395 |
| Net Earn. | 220,444 | 185,278 |
| Surp. after Charges | 140,529 | 107,699 |

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# News of the Mines: A Department for Executives and Investors

Conducted by DANIEL E. CUSHING, Mining Editor, The Financial Post.

## 100-TON SHIPMENT OF FLIN FLON ORE IS SENT TO DENVER

### Mill and Smelter Tests to Follow up Laboratory Successes

A hundred ton shipment of Flin Flon ore has been brought out by team and shipped to Denver and there the heads of the Whitney Co., Metals Exploration and Scott Turner representing Mining Corporation will gather to carry out milling tests on the ore.

Laboratory work on the ores proved that the zinc content was of commercial value and that it could be profitably extracted. This brought the value per ton up to $14. The trying out of these methods on a tonnage in a milling and smelting process, is the next desirable step and this is now being taken.

There are reports about that a 200-ton experimental smelter might be taken into the property this winter, but this is questioned because of the necessity of having coke and flux to operate a smelter and lack of transportation facilities would make the cost of operation at the property almost prohibitive.

A great interest is being taken in properties adjoining Flin Flon and holders of these properties are already negotiating with New York interests and the principals have gone to New York to carry on negotiations. It is also known that the interests associated with Flon Flon purchase and who have visited the property, have wired Toronto holders of adjacent claims asking for options.

The Financial Post's story of last week, which gave an outline of the Flin Flon deal and what it will mean, has been reprinted by several papers. It was taken up in Winnipeg and wired back to Toronto to be published in the Toronto morning papers days after it appeared in The Financial Post.

Interest in the transportation question is keen. No steps have, as yet, been taken, but it is known that both railways are keenly studying the situation.

## Teck-Hughes is Likely to Maintain Dividend

During the past week another dividend payer was added to Northern Ontario's gold mines, Teck-Hughes declaring its first distribution to shareholders. This has been expected for some time, and the feeling is that with the treasury of the company in such excellent shape, with earnings constantly increasing, the company should be able to continue payments on a regular basis.

A five per cent. dividend on the 4,747,144 shares issued involves the distribution of $237,357, so if the stock is kept on a 20 per cent. basis, five cents quarterly, it will require $949,429. For present earnings, this is perhaps a little heavy, but at the rate of increase in the company's production and earnings, it is not too much to expect that six months to a year should see earnings that would justify such a distribution being continued.

## Christmas Strain Too Much for the Market

The past week witnessed a general reaction in the mining market. Losses were not severe. The bulk of the stocks are still selling considerably higher than they were before the recent upward movement got under way. The market action of Teck-Hughes since the dividend was declared, seems to indicate two things: the news was thoroughly discounted and the declaration has been satisfactory. The shares have held firm around $2.30. Nipissing has been in active demand during the week. The news that some measure of success has been met with in South Lorrain is taken as sufficient justification to expect better things in the not distant future.

Noranda Amulet

AN interesting article dealing with the development of the Copper-Gold areas of Northern Quebec will appear in the December 10th issue of

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## Golden Fleece Mine 23 Years Old Seems Still a Long Way From Becoming Gold Producer

### Recent Write-up in St. Catharines Paper Hardly Gave Sufficient Details to Show Live Position of Operation.

Recently an article, taking up the better part of three columns, appeared in St. Catharines Standard giving a report of a visit by a reporter to the Golden Fleece mine in Kaladar Tp., north of Belleville. The writer states that "it is not the purpose of the article to do more than report what the actual property is and what physical assets have been assembled for the operation of the mine." The purpose of the paper in giving such a write up to the mine would seem to be that the president lives in their district and that a number of people in the district are interested. However, even if unintentional, the article will undoubtedly have the effect on the uninitiated of setting the stage for a stock selling campaign.

Having these facts in mind, the question arises as to whether or not the Standard has done full justice to its readers in publishing the article without some further investigation or at least presenting some details of the history of the property and the length of time it has been in the hands of various operators, which might give prospective speculators a possible inkling of how long they might be asked to wait for a possible return on their money.

**Some Points Questioned**

There were some points made in the article that are questioned by engineers.

Some extracts from the article follow:

"It was no mere visit to a 'hole in the ground,' but rather to a mine which has already actually produced gold and which has over 50,000 tons of ore blocked off at comparatively surface level, said ore showing from $6 to $9 per ton in the assay."

...."the company is proposing to instal further machinery and equipment whereby to reduce operating costs and increase production."

...."the conclusion seems to be a reasonable one to reach. Even for a layman not versed in mining lore, that the property in question would some day be operated as a rich, sound going concern. It is reasonable to expect, according to the list of mining authorities that the ore which now shows assays of from $6 to $9 per ton will improve as the depth of the mine is increased from the 100-ft. level down.

"The mill is modernly equipped, etc."

"It will thus be seen large expenditures have been made in the property, and if such can be said of any mining property, this one is virtually out of the prospect stage."

"The ore assays have been high, sufficiently high to ensure a successful future."

"Under the favorable power conditions it is confidently expected that this milling can be done at rock-bed cost. Quantity production will do the rest. A fair estimate is from $2 to $2.50 per ton on ore body which yields from $6 to $9."

"The company in branching out and securing new equipment has the objective in view of crushing and treating 240 tons in 24 hours."

Golden Fleece mine first appeared on the scene, according to the Ontario Government reports, in 1902, so that it is 23 years old and is still a non-producer though it has produced some gold.

**History in Government Reports**

The history of the operation is well set out in the Government reports and is referred to in the following annual reports; 1902, 1907, 1913, 1914, 1915, 1916, 1918, 1919, 1920, 1921, 1922.

The 1913 report sets out about the best detail. It says:

"The property is owned by Adelaide Mining Co., Baltimore, and leased to A. B. P. Mining Co."

"Development done consists of an 85-ft. shaft, with a level at 65 feet and 75 feet of drifting and crosscutting. The present operators have abandoned the shaft for the time being and are operating in an open cut."

"There is a 10-stamp mill in operation."

The 1916 report deals with the acquisition of the property by the present holders. Thus the present company has been in control around 9 years. It will be noted that the 1913 report shows the amount of work done; the shaft was down 85-ft. and considerable lateral work done.

The Standard article presumably tells what has been accomplished to date. The difference in the figures would indicate what the present operators have accomplished 15 ft. of central shaft sinking and some lateral work in the time they have been in control, around nine years. The 1916 report, however, mentions a second shaft, 40-ft. deep which may have been accomplished by the present operators.

The 1916 report of the Department of Mines says:

"Late in 1915 the property was acquired by Cobalt Frontenac Mining Co., and the old workings dewatered and sampled. The company moved the plant down from its Elk Lake property."

**Value of Ore Per Ton**

In regard to the statement that the mine has produced about $12,000; this is perhaps correct. Provincial Geologist Burrows in his report on the Ontario gold deposits mentions a production of approximately $10,000. Figures recorded by Ontario Department of Mines show two returns on production, $300 in 1919 and $1,052 in 1922. The tonnage is not given, so that the average content of the ore cannot be arrived at. The department officials say they were informed that the mill runs were experimental and no record of the tons treated were kept. However, taking the figures available and those contained in the reports of engineers as published by the company, some conclusions as to the grade of ore can be arrived at.

The Standard report says production has been $12,000. Mr. Burrows, $10,000. W. E. Simpson, A.R.S.M., says "a pile of tailings representing, I believe, the treatment of some 8,000 or 10,000 tons of ore, show an assay value of $2.80 in gold and 1.1 oz. of silver. This indicates a possible recovery of around $1.25 a ton with a value of around $3.57 left in the tailings in gold and silver. It indicates a very poor recovery by the

(Continued on page 9)

### Golden Fleece and Ore Chimney Old Operations

The history of Golden Fleece Mine is a long one, perhaps longer than that of Ore Chimney which we pointed out in Oct., 1923, had been nine years in existence and was still selling stock. According to Ontario government reports, the present operators have controlled Golden Fleece over nine years. Perhaps it is a coincidence that the active personages in both companies, Golden Fleece and Ore Chimney, are named Fletcher, hailing from Hamilton and Toronto. It is not known if they are relatives.

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## New Veins Are Cut On Haultain Silver

Frank Carnegie has been appointed manager of Haultain Silver mines in Gowganda. Recently it was announced that Horace Strong had been appointed consulting engineer. The company is meeting with considerable success in opening up its property. A three inch calcite vein was cut in the north east crosscut fifty feet east of No. 5, the shaft vein, on the 150-ft. level. A one inch calcite vein was also cut recently in the south-west crosscut 56 ft. west of No. 5.

These veins are being drifted on both ways to open them up as rapidly as possible and samples have been sent out for assays.

## $600,000 NEW MONEY FOR GOLD HILL MINE

### New York and Toronto People are Promoting New Finances

A deal whereby $600,000 has been made available for financing exploration on Gold Hill mines, Boston Creek, has been completed. It is understood that New York and Toronto people have made an agreement to take up stock to that amount.

The shaft on the property is now down 400 ft. Drifting on the vein is under way at this point at the present time. The vein, which remained in the shaft to a depth of 320 ft., was picked up in 18 feet of crosscutting at the 400-ft. level. At the lower horizon it is wider and more broken up than on the preceding level.

Some 1,300 feet of lateral work was done at the 300-ft. level.

The improvement in the vein at the lower level is very gratifying. Work has now reached the limit of the present equipment. A new large boiler has been purchased, along with an 8 x 10 ft. hoist. These will be installed as soon as possible, and the shaft will be carried down to a depth of 800 ft. this winter. The last 100 feet of shaft sinking from the 300 to 400-ft. was accomplished in a few days over a month, and it is expected better speed will be made with the remaining 400 ft. when the new equipment has been placed.

---

It is understood that surface exploration has been going on for some three years on the Pioneer Syndicate claims in Boischatel Tp., Quebec, before the copper sulphides were discovered. The ore is said to average $9.50 over 14 feet.

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# News of the Mines

## MORE FREQUENT SMELTERS REPORTS WILL BE DISCUSSED

### President in Statement Covering Bonus Deals With Criticism

The prediction that Kimberly, B. C., home of the huge electrolytic smelter of Consolidated Mining and Smelting and Sullivan mine, will, in a few years time, be a city of 20,000 to 50,000 persons, was recently made in the B. C. legislature by N. A. Wallinger, member for Cranbrook. He also said that "there is every reason to anticipate a daily output of 5,000 tons of ore for the next fifty years at least. At the present time it has a population of 4,000 persons and a monthly payroll of $200,000. The day is not far distant when it will be the largest city in the interior of British Columbia."

The long awaited bonus announcement by Consolidated Mining and Smelting materialized this week when a bonus of $5 was declared. together with the regular dividend. This makes a total disbursement of $6.50 per share this year or 26 per cent. on the $25 par value of the stock.

The payment of the semi-annual three per cent. dividend plus the bonus will require about $2,900.000 out of the company's revenues. In 1924 the net earnings amounted to $3,353,054. The stock so far has acted fairly well on the bonus announcement holding at $150, or six times its par and 18 points under the high mark.

The president of the company issued a statement this week in which he gave a resume of the operations for the year to date. Mr. Warren indicated that although this year's profits are considerably in excess of 1924, yet this may or may not continue, dependent on the prevailing metal prices. His statement follows:

Owing to increased production which can continue and to abnormally high metal prices, which may not, this year's profits will be considerably in excess of last year's.

Ore concentrates treated at Tadanac and Kimberley for the first 11 months of 1925 amounted to 1,105,754 tons as compared with 1,026,696 tons treated during the first 11 months of 1924.

In that period of 1925 the company's mines produced 1,069,610 tons—as compared with 1,054,253 tons in the same period of 1924. The remainder of the tonnage came from independent shippers.

In 1925 production of metals will be about as follows (December production being approximated): Lead, 111,410 tons; zinc, 38,650 tons; copper, 950 tons; gold, 21,352 ounces; silver, 4,397,455 ounces.

The comparative 1924 production was: Lead, 80,700 tons; zinc, 27,443 tons; copper, 691 tons; gold, 26,976 ounces; silver, 4,074,044 ounces.

In 1925 lead concentrates carrying 6,094 tons of recoverable lead were exported.

In 1925 zinc concentrates carrying 9,961 tons of recoverable zinc were exported.

In 1924 zinc concentrates carrying 18,656 tons of recoverable zinc were exported.

The lead refinery and zinc reduction works have now sufficient capacity to treat all available lead and zinc concentrates.

Developments in the mines are encouraging, except at Rossland.

The plants have been well maintained and are in a state of high efficiency.

There have been suggestions that the directors should make more frequent statements of earnings than once a year. Monthly earnings vary so much, however, that if so given more, rather than less, uncertainty and speculation might follow.

Since the inception of the company the practice has been to have the annual report show very fully the whole position of the company with the twofold object of enabling the shareholders to review the past year's operations—and to forecast (subject to uncontrolable development) the then current year's probabilities. A departure from this policy might produce results not entirely in the interests of shareholders.

The board proposes discussing this with the shareholders at the annual meeting.

## Golden Fleece Mine a Long Way From Becoming Gold Producer

(Continued from page 8)

mill and also that the possible content of the ore, gold and silver, is around $4.82. J. G. Ross, consulting engineer of Milton Hersey Co., in a report, says that from results obtained from check samples taken by himself, he was of the opinion that assays made by two others are reliable. These values were on No. 2 vein. The average value of the vein on the 100-ft. level was given as $5.76.

### Might Have Low Costs

Engineers who have examined the mine seem agreed with statements made in the reports of engineers for the company, that with skilled and economical management costs might be reduced to around $2 to $2.50 on a large daily tonnage. The proposition is ideally situated for low costs. The ore bodies are large, there being surface indications of good length and underground development shows good widths.

There are two things, however, which seem to cast doubts on the impression which the Standard article—perhaps unintentionally—leaves, that the proposition is already a big mine.

One is that if these large ore bodies are available, and they seemingly are; and if they contain commercial ore, that is commercial for this particular operation, and there is already a completely equipped ten stamp mill with an amalgamation and cyanide processes, why has it been closed down the last couple of years? It should be operating at a profit to-day and financing further development. The other point is that the engineers' reports as published by the company, seem to cast a doubt on the inference that the Golden Fleece is already a mine and by inference, indicate that the company should undertake a development program to find out just what they have. Another inference made.—it is almost direct,—is that the company has no business with a mill or bothering with a mill, until such time as it is in a position to judge its mill needs. While the article in the Standard talks of a 240 tons mill to get costs down, the engineers suggest that for a large low grade operation it might mean a possible excess of 1,000 tons per day.

### Engineers' Statements

Some of the engineers' statements are:

J. G. Ross, Milton Hersey Co.: "The ore body already developed contains a considerable tonnage, but from a study of the assays, especially those from samples taken on the winze, it would appear advisable to develop another level and endeavor to place in sight ore of a higher average value than that broken in the first level stopes by delimiting and working the richer portions."

"Although it is difficult to give any exact estimate of the amount of ore in sight, above the 100-ft. level, there appears to be a considerable tonnage which can be mined and milled at a profit."

### A Large Body

Late J. E. Hardman, S.B., Ma.E.: "There is no question but that you have a very large body of ore that carries gold throughout its great width, and which, if adequately developed and economically managed, will undoubtedly yield satisfactory net profits."......"I strongly advise deeper sinking—the evidence afforded by assays taken from the winze is entirely favorable to deep sinking"......"that this tremendous body must be opened up before you can approximate what your average daily tonnage should be. So you must ascertain your probable tonnage (which may be in excess of 1,000 tons a day) before you can determine the size and character of your milling plant."

"The possibilities of the ore belt which you are working are so great that it seems to me a pity to attempt to partially pay your way, and to defer the realization of possible large tonnages for several years, while you are realizing, perhaps, comparatively insignificant profits from comparatively small tonnages."

W. E. Simpson, A.R.S.M.: "The possibilities lie in the direction of large tonnage rather than high value."

W. G. Anderson: "To make a producing mine of this, in my opinion, it is only a question of mine development and a mill to treat the ores and of a capacity of no less than 100 tons in 24 hours."

All extracts are taken from the company's prospectus. The first two reports are dated September and October, 1922.

The engineers are agreed that the geology of the property is favorable, but the impression left is that the work done to date has only been sufficient to justify the operation being carried to a greater depth where wider ore bodies may be encountered and higher values obtained. If this is done, they seem agreed that there are excellent prospects of the company opening up a mine. On the other hand experts agree that the content of the ore is below $6. To handle this profitably would require a 1,000 ton mill costing $1,000 000 and a tremendous underground development which might involve close to another million. It would seem an ideal large low grade proposition for a concern well financed, like the Homestake, which examined the property once and was favorably impressed.

The history of the operation to date, however, leaves the impression that a sincere mining effort has not been made. The amount of stock sold or money that has been raised is not known.

## Nipissing, Like Mining Corp., Finds Property Close to Home

Nipissing Silver mines is believed to have secured a new property that has considerable promise in its South Lorrain holdings. It is reliably reported that a good showing of cobalt, smaltite and silver has been encountered on the 210-ft. level and that further operations are expected to pick up the extension of the Canadian Lorrain vein in the not distant future.

This is the first property that Nipissing has taken up and brought to the point where it gives promise of developing into a proposition of merit. The company has spent a great deal of money in doing a small amount of preliminary work on various properties scattered throughout the country. In this regard it did not go into scouting on the wholesale plan that Mining Corporation did, but like the latter company, after going all over the map for prospects, it found its best chance lying at its very door, South Lorrain.

Canadian Lorrain is reported to have opened up a new vein but no details have been made public. This operation and Penley Silver, make an interesting trio that are working in this new section of Lorrain camp.

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DECEMBER 18, 1925

## IN THE SAME BOAT NOW

IN A recent address to the American Legion, President Coolidge said: "Whether our forefathers came over in the Mayflower or in the steerage we are all in the same boat now."

In this simple and homely way President Coolidge has expressed a moral to be taken to heart by the people of Canada as well as those of the United States. Whether our forefathers were among the followers of Wolfe or of Montcalm, whether they came into Confederation as citizens of Upper or Lower Canada or of the Maritimes or the Western territories, "we are all in the same boat now."

And it is not so much of importance how we got into the same boat as that we are there and that if the national craft is to make headway we must forget our differences, each take an oar and all pull together.

## A WELCOME INTRUDER

FOREIGN capital is always welcome in Canada, but it is especially so in the case of a company, such as the International Paper, which by its willingness to take others into partnership, has already demonstrated the breadth of view of its management and which, through its expansion program in this country, is a major factor in making Canada the predominant newsprint producer of the world.

Now comes the news that this organization intends to obtain a wider distribution of its shares in this country through listing them on the Montreal Stock Exchange. This is welcome news and again demonstrates the far-sighted policy of the management, which, in widening the investment interest in the stock in this country, is laying a sure foundation of friendly feeling toward this welcome intruder from the south.

The future of the company as a newsprint producer undoubtedly lies in Canada; it is fitting, therefore, that Canadians should have the opportunity of participating in the tremendous plans for expansion which the company has laid in the Dominion.

## TRICK ADVERTISING

A MARITIME newspaper carries a column and a half article on its financial page advancing by clever correlation of unrelated facts alluring arguments why Canadian investors should buy French bonds. The article is marked "Advt." in small type at its conclusion, but this is the only indication that it is paid publicity. There is no name given of any investment house assuming responsibility for the statements made. Without the name of the advertiser—unless it is the French government—the reader will place the responsibility on the newspaper and it cannot escape that responsibility by indicating that it has received payment from some unstated source.

This is written without any desire to discount certain attractive, speculative features of French bonds at prevailing prices. At the same time carefully designed statements to lead the people to believe that French bonds are now just as sound for the Canadian investor as Canadian bonds were for the American investor when our dollar was at a discount in the States can only deceive a great many people ignorant of the technical financial factors in the international situation. The observation that:

> "The investor who buys a 1,000 franc bond to-day will earn a profit of 300 francs when the bonds sell at par"

—is typical of the statements made which are doubly deceiving because they are surface truths. And leading up to this climax is a series of statements to indicate that the French people bought their government bonds just as Canadian people bought the bonds of Canada and that the price has now temporarily declined in America because of exchange just as the Canadian bonds for a time declined in the United States for the same reason. Of course, "if" the franc returns to par the investor who buys at present prices will do well—but there are no "ifs" in the case as presented in the article referred to.

Fortunately, there is so little of this type of publicity in Canadian newspapers that this instance stands out glaringly. Every sound newspaper has long since divorced its advertising and reading columns. The idea of fooling the public has long since been discarded by reliable houses in the investment as in other fields. Real investors are not likely to be misled by an editorial labelled "advertisement" which the advertiser, after paying for it is not willing to stand behind it by attaching his name.

## FLY YOUR FLAG

ON SAINTS' days, feast days and holy days the Bell Telephone Company flies its flag above its offices. The flag would probably be described in heraldic parlance as a bell blue on a field argent. Another organization which flies its own flag is McGill University. Every day the McGill device, with its three red crows, floats high above the campus. All this is as it should be.

Except on great national festivals, it is quite incorrect for individuals and organizations to fly the arms of the British Empire—the Union Jack. In the province of Quebec two flags are flown continuously, the Tricolor and the Jack. Both are incorrect. Quebec has a very beautiful flag—two fleurs de lys, a lion and the maple leaf. The people of that province apparently cannot decide on what flag to fly; let them fly their own and their correct flag.

Again, the province of Ontario has a fine device—maple leaves surmounted by the cross of St. George. This is its flag and should fly above the Ontario Parliament Buildings.

In the British Isles, cities and communities all fly their own flag. Incorporated companies, too, have their own devices handed down through many years, and show no hesitancy in flying these flags on their masts. Very gay and mediaeval it looks, too.—also, it is good advertising.

More power then to McGill and to the Bell Telephone Company for showing the way. May others follow in their train.

## BUSINESS STUPIDITY

THERE was a day, happily passed, when the business man who succeeded in gaining an advantage over somebody through cunning, and even actual fraud, was considered clever. To-day, the business man who takes advantage in any way is simply stupid. Such a man does not know his own interest. He is ignorant of the side of his bread that is buttered. Men simply refuse to do business with other men who will not deal fairly.

This attitude marks a great advance in business ethics, says the American Exchange-Pacific National Bank. It is no longer necessary to be constantly on guard against the cunning of others. The old legal maxim, "caveat emptor," is no longer a rule of reason in business transactions. The seller who takes an advantage is the one who must beware. Itinerant merchants, flitting from place to place, gypsy horse-traders and those who are here to-day and gone to-morrow, may profit from cunning, but the merchant or other business man who occupies a permanent place in the community cannot afford to pay the cost of cunning. Patronage falls away from the sharper. Men will go miles to avoid dealing with tricksters and slickers.

Business is on an entirely different basis. Men live up to their promises and they make a point of giving just a little more in courtesy and fair dealing than strict business calls for. The man who comes back is the man who builds business for other men. Every wide-awake business man of the day knows that this is the basis upon which modern business is done, therefore the man who attempts to take advantage is stupid. Stupidity does not belong to ignorance. Stupidity is connected with the neglect of an intelligent man to do something that his common sense tells him he ought to do. It might come from a momentary lapse or it might appear as the deliberate act of a man who knows better but has failed to take all the consequences into account.

## EDITORIAL NOTES

THE United Farmers of Ontario will consider a resolution declaring that they are "out of politics." This might almost be regarded as unnecessary in view of the vote at the last election.

• • •

THERE was a hot debate at the annual of the United Farmers of Ontario before the passage of a resolution deciding that the U.F.O. would remain in politics. However, the final say in this controversy is with the voters of the province.

• • •

THE casualties among money by-laws in the recent municipal elections were very heavy. This again indicates the reluctance of taxpayers to increase obligations. It has evidently been brought home to them at last that there is a direct connection between municipal expenditure and tax rates.

THE REVOLUTION IN MERCHANDISING — No. 6

# Partial Payment Selling Extending to Many Lines

### Rapid Growth in Credit Merchandising in Almost All Branches of Retailing — Finance Corporations and Banks Playing Their Part

WHETHER the credit selling movement which is sweeping Canada and the United States is a permanent change in merchandising methods, or whether it is merely a phase, it is as yet too early to say. That certain experiments in the field have been utter failures does not condemn the policy as unsound. Neither does its evident success in other directions mark the movement as a permanent departure from cash to credit business. The truth is probably midway. Experience to date shows that instalment selling is adapted to some lines and not to others. With regard to results—there are those who state that the new policy is damming the flow of purchasing power at its source—is encouraging extravagance and overbuying. On the other side is the contention that the movement is a boon to those whose buying power is limited.

Credit merchandising is of two kinds, depending on whether the merchant does his own financing, that is, extends the credit himself, or whether he has the credit transaction taken care of by one of the finance corporations of which there are more than a dozen in Canada. The former is new, not in principle, but only in degree. In the latter case, a new middleman has come into the transaction.

**Through the Finance Companies**

While less extensively developed in Canada than in the United States, where there are some 1,400 finance companies now operating, the movement has made a very substantial start. In most cases the finance companies were organized to handle some specialty such as automobiles, but they have branched out to include a vast number of products such as electrical apparatus, victrolas, printing and other machinery, baby carriages, musical instruments, washing machines and building equipment. The position of the finance company is reasonably secure. It has the signature of the purchaser, the endorsement of the store or firm selling the merchandise, the facilities of its own experienced collection department, and, in fact, especially in the States, the assistance of the collection departments of the banks. They have a lien on the property sold, and it, by the nature of the transaction, must be repossessible. The finance companies, in turn, rediscount the promissory notes of the purchasers at the bank, to the extent of probably 80 per cent. of the face value of the paper, and their capital is thus released for further use in the business. For further security, the article purchased is usually covered by an insurance policy. A simple form of this transaction is the case of the automobile purchased on time. In the typical case, a party buys an automobile, the purchase price of which is, say, $1,242. He pays $621 cash and agrees to retire the balance in twelve equal instalments. To the balance of $621 must be added the cost of time payment, which is figured at the rate of 10 per cent. on the unpaid balance. The instalments are thus $57 each. Or, more frequently, the purchaser pays one-third down, adds ten per cent. to the balance, and retires it in equal instalments. Approximately 75 per cent. of automobile sales in Canada are now financed on time, and the percentage is higher in the United States.

**In General Merchandise Sales**

But time merchandising is not limited to the sale of automobiles. In the case of such products as refrigerators, vacuum cleaners, washing machines and so on, the time price is usually about 10 per cent. above the cash price, with a minimum increase of something like $5. Ten per cent. of the time price is paid in cash and a note taken for the balance, to be retired in equal monthly instalments.

The other type of instalment financing, as indicated, is that in which the merchant does his own financing, adding the cost of such financing, presumably, to the price of the goods. This applies to the bulk of those goods such as wearing apparel, which cannot be repossessed and hence, on which a lien cannot be obtained. Carrying on business on this basis are a large number of clothing merchants. Some men's clothing shops in Canada have introduced time selling in the case of men's clothing, and report that their efforts are meeting with decided success. A leading clothing firm is now said to be working out a plan by which they will finance time sales for their representatives in all Canadian cities.

A question naturally arises with regard to how a clothing merchant can take the chance on receiving payment. The methods adopted by Dunfield and Company, of Toronto, will illustrate. Their own statement is of interest.

"Naturally, we do not give this privilege to everyone who comes in without first determining in our minds that he is going to be good pay. In addition to sizing up our prospect we secure a great deal of information from him that indicates his ability to pay the specified sums when due. If after finding out all we can about him, where he lives and what he does, we think he is good for the various amounts that come due each week, he is admitted to our plan. If on the other hand, the answers to our questions indicate that he is too shifty and irresponsible, we turn him down courteously but firmly. We must pick and choose our customers under this budget plan the same as we have endeavored to do when giving straight credit."

It is thus evident that the whole security in the case of goods on which a lien cannot be taken, and which cannot be repossessed, is the general credit information, and character information, gleaned by the salesman in connection with a prospective buyer, during a short conversation with him. In this way, customers are carefully picked, and the percentage of loss is brought to a minimum. The merchant finds out whether the customer is shiftless or dependable. Basing their inquiries on psychological principles, the salesman and the credit man are able to determine a great deal about the man in a short time. The card used by this firm, as illustrated, shows the type of data gathered. While there are bound to be losses, they can by care be reduced to a minimum.

With regard to the question of the possible effect on national morale and credit of the rapid growth of instalment sales in Canada and the United States, we are not here concerned. Obviously, committing oneself to make certain payments for a long period in advance is not conducive to the accumulation of capital. On the other hand, many are enabled to obtain necessities which they would otherwise have to do without. The point with which the present discussion is concerned is that there is a very marked movement towards credit selling in present merchandising methods, and judging from present indications the movement will become still more extended, touching many lines now sold either for cash or on the ordinary monthly credit basis.

# Private Ownership Stands on Performance Records

### Comparison of Rates on Ontario Hydro and Power Corporations in the United States — Customer Ownership is Now Spreading Rapidly

"MORE dispassionate in analysis and more deliberate in deduction than the recently published work of the late Professor Mavor, "Niagara in Politics," Arthur Williams, vice-president of the New York Edison Company, has prepared a comparative study of public ownership in Ontario with private ownership in the United States which contains a great deal of interesting information for investors, taxpayers and power consumers. Although Mr. Williams must be regarded as presenting the case for private ownership—as he frankly did during a conference of the League for Industrial Democracy at Camp Taminent, Pa., in June last—he has done so in a manner which will appeal to business men as dispassionate and logical. Mr. Williams deals with figures to make his case whereas Professor Mavor has devoted himself largely to the political side of the situation in an effort to show that "the system is really the attempt on the part of a small number of politicians to establish an industrial monopoly and to manage this monopoly in such a way as to keep themselves in power, saddling the public with an enormous debt on account of a group of enterprises, the returns from which must be of a fluctuating and speculative character."

Professor Mavor declares that: "Instead of reducing the cost of power, there are signs that they must ere long increase that cost to the consumers; the temporary low rates cannot be maintained or the enterprise must become insolvent." Mr. Williams takes up this same question of rates to show that Hydro has accomplished nothing better for the people of Ontario than have the big private utility corporations for the people in various sections of the United States where power is available under favorable conditions without the aid of public funds. On this point he says:

**Private Capital Here Has Accomplished as Much and More Than in Ontario**

Probably no similar undertaking has ever been the object of so many misconceptions and false assumptions as the Hydro-Electric System. As a rule, this is the result of the suppression of essential facts rather than actual misstatements. Thus it is not generally known that the per capita expenditure of the Ontario system exceeds that of many—if not all—of our larger American enterprises. Sometimes, however, suppression of facts amounts to practical mis-statements, as when, in making comparisons, rates are almost always, if not always, but partly quoted. I have before me a copy of the "Public Ownership" monthly bulletin for February, 1925, on the first page of which appears in large type, "Ontario Replies." On page 13, the cost of electrical energy in Toronto is placed at two cents a kilowatt hour against the rate of seven cents in New York City. Before me also is a copy of the service application any prospective Toronto customer must sign to obtain the kind of service which corresponds to that supplied by The New York Edison Co., and I quote from that official schedule:

**Rates for Residence Service—D. C. Supply**

"Monthly charge for energy supplied as follows:

"Six (6c.) cents per kilowatt hour for the first five (5) kilowatt hours per room per month.

"Four (4c.) cents per kilowatt hour for the next four (4) kilowatt hours per room per month.

"Two (2) cents per kilowatt hour for all excess consumption, the consumption to be calculated upon readings of the system's instruments and meters.

"Penalty for non-payment within ten days after bill is rendered half (½) cent per kilowatt hour of consumption.

"Minimum bill not less than $1.00 per month, net."

**Comparison of Toronto's Service With That of New York City**

That system is overhead, New York's is underground, Hydro-Electric pays no taxes, New York pays taxes exceeding 10 per cent. of its income. The Canadian service is subject to serious interruption, as stated in the last report of the Hydro-Electric Commission, and is supplied from a system which is not adequately equipped with needed capacity and reserves. The New York service has the fullest capacity with enormous reserves, dispenses with any service or minimum charge or restrictions respecting the number of rooms or the area to be supplied.

**Other Examples of Higher Canadian Rates**

Notwithstanding all the publicity given the lowness of Canadian rates, it is probably unknown generally, and to this audience, that the Hydro-Electric report for 1923—the last available—records 33 municipalities which for household pay more service than the highest rate in New York City—for a taxless, overhead, inadequate, frequently interrupted source of supply. For commercial service, 140 municipalities pay more than New York's highest rate; 96 of these pay 10c. and more a kilowatt hour—65 paying 12c. and more, 34 fourteen cents and more, and 21 sixteen cents and more a kilowatt hour.

In addition to the energy costs so frequently quoted, 202 municipalities add a "service" or "minimum" charge ranging from 75c. to $2 monthly, while 12 municipalities add more than $2 monthly. No such charges are to be found in our New York schedules.

**Ontario's Household Rates Made for Political Purposes**

There seems to be almost unanimous agreement that Ontario's household rates are below the "out of pocket" cost of the service, and are made for political reasons.

Every householder controls an average of one vote or more, which is apparently the reason for this discrimination. I do not attempt to criticise it, for it may have been found a necessary measure for retaining office, but certainly no good American could wish anything of the kind to become a part of the political or industrial life of this country.

**Ontario's Farm Rates Compared With Those of California**

Let us take another phase of the Canadian undertaking—the special interest, most advertised, all of the management in favor of the rural or farm population, which, admittedly, should have most generous support; let me make use of comparative figures brought out during the last pre-election campaign in California, when an effort was made, inspired by the alleged success of the Ontario system, to institute public ownership of the electric utilities of that state at a cost of $500,000,000. The measure was defeated by an overwhelming majority.

The advocates of public ownership in California used the extent to which rural service had been developed in Canada as a means of making unfavorable comparisons with the privately owned utilities of that state. These comparisons, however, disclosed that Canadian cost for limited farm service averaged $82.42 yearly, while under the privately owned system in California the average cost was $36; for a larger degree of Canadian service the farmer was charged $104.74, where the cost to the California farmer was $48.60. At every point the relative costs were found lower in California than in Canada.

**Extent of the Two Services—Ontario and California**

Referring to the general availability of the two services, Sir Adam Beck states in an article in the "Survey Graphic" for March that "at present the rural lines approved by the commission aggregate over one thousand miles and give service to about 14,000 consumers." In the state of California, the privately owned utilities now have in service more than 6,000 miles of distributing lines in rural sections and now supply 58,000 consumers. In Ontario, under public ownership, the public pays half the cost of construction of these rural lines, and operating costs do not include taxes or adequate reserves. In California, the private companies pay the entire cost of construction and fully 10 per cent. of their income goes back to the public for lessening of the general tax burden. We should be proud, not ashamed, of what Americans have done and are ever doing.

**Not an Upward Step**

Mr. Williams, from his study of the two systems, submits his conclusion that public ownership is not an upward step in social evolution. Even more far-reaching that the disastrous economic consequences he, like Professor Mavor, sees the political and social results in the way of an inevit-

(Continued on page 11)

## A NEW HYDRO REGIME

In the appointment of C. A. Magrath as chairman of the Hydro Commission, the Ontario government has taken a step which should go far in checking the development of those weaknesses inherent in the financing and management of public ownership enterprises. Ontario's investment in water-power development and distribution represents a very large proportion of her public debt. It is highly important that such a huge investment should be protected, and arrangements made for taking care of the debt involved by imposing rates which will permit of adequate sinking funds. For this careful administration Mr. Magrath, on his record, has been well chosen.

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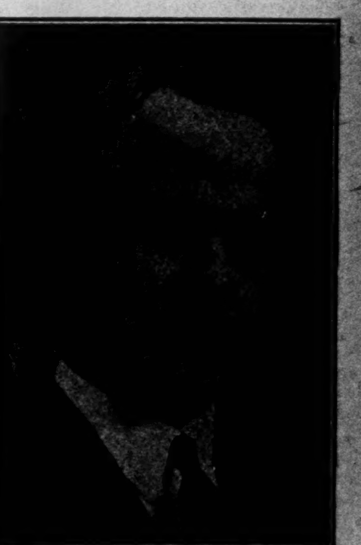
## New Eastern Manager for the Pedlar People

William E. Clarke, who has been appointed manager of the Montreal factory and office of the Pedlar People, Ltd., Oshawa, and who will be in charge of the company's business in Eastern Canada, has been associated with the company during the past twenty years and has seen the business develop from that of a local concern to an industrial organization known not only throughout Canada, but with a growing export trade in various sheet metal building and fireproofing materials in the markets of the world. In taking charge of the company's business in Eastern Canada, Mr. Clarke fills a vacancy caused by the death of William E. Ramsay, for many years vice-president and eastern manager for the Pedlar People.



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# *Your Investments*

**Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.**

## Castle—Vipond

Reader, Guelph.—I expect to have $1,000 available in a few days and would like to buy some good mining stocks. What is your opinion of Vipond and Castle?

Both Vipond and Castle are producing and are well regarded. The feeling on the street is that Castle should pay dividends within six months, Vipond, in perhaps a year. Both are in excellent hands.

## Cobalt Contact

Reader, Summerside, P.E.I. — Please wire collect your opinion of Cobalt Contact. I am offered some of the shares at 30 cents.

Cobalt Contact Mines have been meeting with considerable success in opening out high-grade silver. Just what quantity has been found has not as yet been made public. We understand that the shoots are more or less patchy but rich. Some engineers express surprise that the company is going ahead with mill construction in view of the fact that the custom mills of Cobalt were in such close proximity. The company has substantial acreage in the district and is carrying out an aggressive operation.

## Fiske Gold Mines

Woodstock. — Would you be good enough to give me information on Fiske Gold Mines, which stock is being sold by Thorburn and Co.

Fiske Gold Mines are a well-located prospect in North-western Quebec. Their property adjoins one of the important holdings of the Amulet Gold Mines. Funds for development are being raised by W. H. Thornton & Co., Toronto, and the company is very well sponsored by a high-class board of directors, the president being Sir George Foster, which should insure speculators a run for their money.

## Victory Silver

Reader, New Toronto.—Could you give me what information you have on Victory Silver. I have 1,000 shares and am quite ignorant as to the value and prospects. Market quotations do not seem too reassuring.

No great progress has been made in the development of Victory Silver Mines at Cobalt. The company is still trying to locate silver values but so far has not met with success. The market for the shares is quite low, because of the lack of confidence in the venture due to the fiasco not long ago, when it was announced that high-grade silver had been found and the shares were carried up to quite a height, only to collapse when it was announced that the cores of the drill hole had been tampered with.

## Imperial Oil

W. W. M., Toronto.—What is the outlook for Imperial Oil? Which is regarded as the the best, Imperial or International Petroleum? Some say that Imperial Oil is going to $100. Do you consider this likely?

The market sensation of Consolidated Smelters, $25 par value, selling up to around $160, would take second place if the present shares of the Imperial Oil were to move up to a market price of $100. The present stock is of no par value, but $100 on the present stock would really amount to a market price of $400 per share on the old stock which was of par value $25 and was exchanged on a basis of four shares of new, no par, for one share of old.

The outlook for both Imperial Oil and International Pete is excellent and, of course, any movement in International Petroleum is bound to be reflected in the market price in Imperial Oil, which holds control of the former. There is gossip on the street to the effect that Imperial Oil at the instigation of its parent company, Standard Oil of New Jersey, is out to get full one hundred per cent. control of International Petroleum. There is just a possibility that oil development in Alberta will arrive at a stage where it may prove quite a little sensation and of course holders of International Petroleum would hardly figure in that development. On the other hand Imperial Oil being much the larger operator in the whole field, would be the company to perhaps benefit most. Recently we published an article dealing with the wild rumors that are rampant about this stock.

## Good Mining Issues

Woman Speculator.—I hold McIntyre, Teck-Hughes, Lake Shore, Argonaut and C. W. Dome. What are the prospects? I could get out of the latter with a small profit.

Your McIntyre, Teck-Hughes and Lake Shore shares are well regarded.

Argonaut will take time to work out. C. W. Dome shares are regarded as a gamble that has possibilities of working out the same as Teck-Hughes did.

## Argonaut

J. A. V. B., Montreal.—I hold a block of Argonaut that cost me 63 cents. What is the best for me to do?

You have a fair prospect to get your money back if you hold. You will have noted that the company is going to organize a separate operation for its Quebec holdings. These are well regarded. If it can get funds to operate its Ontario holdings and get going in Quebec between the two you may work out your position.

## Dunwell Mines

Reader, Victoria.—I am thinking of purchasing some shares in Dunwell Mines operating in Portland Canal, B.C. The company is capitalized at $750,000 and the dollar shares are now bringing $1.50.

We look upon the Dunwell Mine in the Portland Canal district as being a speculation of considerable merit. The company has met with considerable success in the development of its property and at the same time has been able to keep its capitalization low, $750,000. At the present market for the shares, $1.50 per share, it puts a valuation on the mine of $1,100,000. If you allow $1,100,000 for the market value of the stock, and an equal amount for interest on the investment, and an equal amount also to finance the production of the other two amounts, you find the company would have to produce $3,300,000 to justify the present market. If Dunwell is ever going to be a producer at all, it should produce a great many times this amount of ore. Some good companies tried to get hold of this proposition, and for this reason it is looked upon with favor.

## Carbondale Coal

Reader, Field, B.C.—Your paper has proven very valuable to me. Note the enclosed on Carbondale Coal. I own 250 shares purchased two years ago at $1. You will see the condition of the company and the fact that they are organizing a new company. I would be pleased to have your advice on the matter.

Carbondale Coal offer is to be regarded as a speculation. You have had one flier into this venture and it has not worked out and now you must decide whether or not you want another. Some of the reasons which the trustee advances for the failure of the first company, are hardly sound. The fact that the company was over-capitalized would have little to do with the failure of the operation. Nos. 3 and 4 of his reasons, lack of working capital and incompetent management would seem to have been sufficient. There are other factors which would enter in sizing up the proposition on which no information is given and these are, location of the property; its accessibility to markets for its product; grade of coal and extent; can it be mined at a cost that will allow it to be sold in competition with other fuels of its class in Alberta and is there a market for the grade of coal produced?

## Strong Bond Holdings

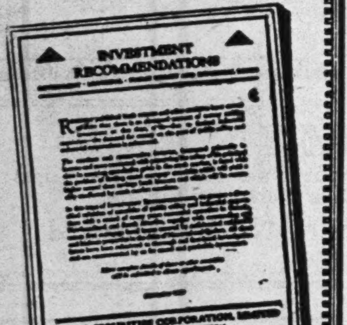
J. J. S., Ontario.—I hold the following: $1,000 Dunville Debentures, $1,000 each 1934 and 1937 Victory Loans, $500 each 1928, 1933 and 1934 war loans, $500 refunding loan, $500 St. James Court, $500 first mortgage, $500 Ottawa, Montreal Power bond and $500 Milton Brick bond. I have still four or five hundred dollars and was thinking of buying some of the gold stocks and picked the following: Teck-Hughes, Vipond, Kirkland Lake, Lake Shore and McIntyre. I am single and 43 years of age.

Your list of bond holdings is a very good one, made up for the most part of strong holdings with sufficient diversification to bring your interest yield up to a good point. We think that in your position you are justified in purchasing some of the mining stock. The ones you list are excellent. Teck-Hughes and Vipond are both producing. Kirkland Lake has had its mill closed for some considerable time conducting an exploratory program and should resume production in the not distant future. Lake Shore is producing and at the present time the stock is on a dividend basis of 30 per cent. This should be increased this year. McIntyre is regarded as having excellent possibilities for a hold of from two to five years. At the present time the company pays a dividend of 20 per cent. on a par value of $5.

## International Nickel

Banker, B.C.—What is your opinion regarding International Nickel at the present market? If you have any up-to-date information on the company's position please let me have it.

International Nickel shares are now selling around 47¾-48, par value $25. The stock recently drew dividends on an eight per cent. basis, the final since 1919. Earnings after operating expenses for six months ending September 30 were $2,146,811 and net income for dividend was $1,421,118 or 5.84 per cent. on the common compared with 1.24 per cent. for the same period of 1924. Net working capital on September 30, 1925, was $13,028,891, compared with $10,883,123 in March, 1924. Capital obligations stand at $8,912,600 preferred and $41,834,600 common per $25. At 48 for the common and the preferred at par. The market value of the company stands at $89,235,032 while total assets stand at $70,641,927.



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# Current Opinion

### BIG BUSINESS

Sydney Post:—"The old idea," remarks The Financial Post, "that big business has no responsibility to the public, and that directors are a law unto themselves, is long out of date." If so, certain lines of big business have still to undergo a lot of modernizing.

### CANADIAN OPINION NOT UNDERSTOOD

The Quebec Chronicle-Telegraph:—Whatever view is taken of Canada's obligations in the matter of naval defence, it must be admitted that British propagandists, if not the British Admiralty, have not shown a sufficient realization of the divided state of public opinion in this country or of the dangerous dissension that they have invited by unwise insistence upon a policy that that opinion has repeatedly refused to endorse with the necessary unanimity to make it effective.

### EFFICIENCY IN GETTING TRADE

Halifax Chronicle:—The Financial Post which, as the public well knows, is not a supporter of the present government, in its last issue gave a very comprehensive review of the effective reorganization of the department on a basis to bring results in the way of additional markets for Canadian agricultural and manufactured products, and credited the high state of efficiency which has been secured to the business ability which the Minister of Trade and Commerce has shown and put in effect. It says that "in Mr. Low Canada has a trade commissioner who has gone out to get results in a direct and efficient way. . . . . and the results speak for themselves."

### IS THIS FACT OR FICTION?

Montreal Star.—This big country with a diminutive population can be saved from bankruptcy only by retrenchment, thrift and intelligent enterprise applied to immigration.

People who do not own Victory Bonds or other government securities that would be the first to suffer, scarcely realize the danger to the whole population that is impending through governmental mismanagement. Hence some very regrettable indifference.

The government that preceded the King administration was recklessly prodigal in expenditure and woefully neglectful about the imperative necessity for increase of population. The King government started with a clean sheet and besmirched it with a lavish and reckless waste that branded them as treacherous prodigals too. They did not balk at any wanton expenditure that promised them contributions to their election funds. They gave no evidence of a desire to rescue the Dominion.

Public works, to secure from contractors support for election funds, were placed where there were the biggest prospects for "rake offs," an American substitute for boodle. There was not even a feeble attempt at economy. If the indictment is well founded that both political parties are wasteful spenders, and utterly neglectful of the only means that will save the country, whence will come the effort to save us from default?

The boards of trade, the national clubs, the churches and all patriotic associations should support a crusade to create public opinion in an effort to save the Dominion from its enemies.

Its worst enemies are the politicians.

# Private Ownership Stands on Performance Records

(Continued from page 10)

able organizing of a formidible bureaucracy of almost illimitable voting strength, together with political corruption on a colossal scale. Another consequence of even more serious import is the deadening of initiative and the curbing of ambition, attendant upon government employment. It has been said, and as far as Mr. Williams knows truly, that no single vital invention has ever come out of government owned utilities. On the other hand he tells of how the big utility corporations are working out their plans for ownership by the public and by employees through stock holdings. He refers to one single utility with 400,000 stock owners. By this means Mr. Williams believes that the practical benefits of public ownership can be secured without the disadvantages and dangers of state ownership.

Supporting his argument that government ownership is not a step forward, politically or socially, Mr. Williams deals with experiences in Europe. He discusses facts and figures to prove the relative failure of German, French and Italian railways compared with American railway service. He shows that while in Glasgow there is a penny fare on the municipally-owned street cars, there is also a zone system which makes the average fare much higher than on systems operating in this country. Turning then to the United States he illustrates the weakness of public ownership by reference to the government's venture into the shipping business, the public operation of the railroads, the failure of the publicly operated gas service in Philadelphia, the decline of the publicly owned electrical service in Cleveland, etc.

Illustrating the spread of public ownership in private corporations Mr. Williams quotes the Academy of Political Science of New York that "individual stockholders in all the utilities of the country have increased from 2,292,678 in 1918 to 4,522,812 in 1925." The Bureau of Economics of the United States Department of Agriculture estimates that the number of farmers owning securities in related industries and organizations has increased from 650,000 in 1916 to 2,490,000 in 1925. This large aggregation of small stockholders represents but a small proportion of the total number of security or property owners of the country.

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# POST-Scripts

M. LOUCHEUR'S inflation of the French franc is saving money for those Canadians with bills to pay in Paris. There is one Canadian business man who is ahead several hundred dollars already. He ran up a hotel bill of four figures in Paris last year, and, as he was leaving, found the account was not made up. He was well-known to the hotel authorities and they told him that they would mail the bill along to him when it was ready.

The hotel delayed many weeks before sending the bill, and, in the meantime, the franc had started to decline. The Canadian saw that he had already saved a tidy sum. He decided to take as much time to pay the bill as the hotel had taken to make it up. Every day that he waits he is saving money, and every morning he scans the foreign exchange quotations to see some evidence of the franc touching bottom.

THE influence of weather on business is recognized by every merchant. A rainy day cuts deeply into sales. A green Christmas fills the cemeteries, but not the cash registers.

A big Toronto store staged an important sale a short time ago and offered bonuses to the employees in the departments attaining the highest percentage of sales quotas that were sent down. In the middle of the sale, a cold snap came along, and the fur department won the prizes.

It often happens that weather conditions will bring good business to one type of store and poor business to others. During one recent Christmas shopping season in Montreal, the English stores had a poor season and the French stores a good season. Why? Simply because there was little snow and cold in the few weeks before Christmas, while the week between Christmas and New Year's was cold and brought plenty of snow. The Christmas weather did not come along in time to stimulate business in the stores with a clientele chiefly English-speaking, but it helped the stores serving the French population, because many of the French people of Montreal do their Christmas giving on New Year's rather than Christmas Day.

One of the greatest merchants of all time, John Wanamaker, never worried about the weather, according to Adams, of the Boston News Bureau, who tells this story:

"A merchant friend of mine was talking one day with the late John Wanamaker at his Philadelphia office. Outside the day was miserable—rainy and cold. 'A bad day for the department store business,' remarked Mr. Wanamaker's visitor, it being a well known fact that the weather to a large extent governs the volume of department store sales.

"'Young man.' mused Mr. Wanamaker, 'I have to worry about a great many things connected with this business—things over which I have or should have some control. But I have no control over the weather; consequently I made up my mind years ago that this was one subject about which I absolutely should not worry. So let it rain!'"

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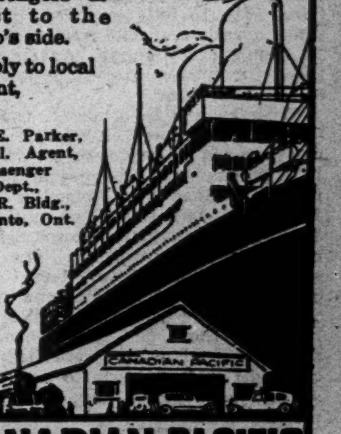

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*—Writes a Miller*

BELL TELEPHONE CO.
OF CANADA

# Foreign Bonds We Recommend

Among our current recommendations will be found bonds of certain Foreign Governments which yield, in a number of instances, over 7%.

We, however, do not recommend the bonds of all Foreign Governments and those we do recommend are External obligations only.

These securities, which are payable as to principal and interest in Dollars in New York, or in Sterling in London should not be confused with Internal issues which are payable only in the currency of the countries concerned.

The December issue of our booklet, "Investment Securities" contains particulars of a number of attractive Foreign Government external issues.

A copy may be had upon request to our nearest office.

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88

INTERESTING ISSUES

## C.N.R. Income Debentures of 1930 Should Yield 14%

Owing to the general railway investment situation in Canada, and wide distribution of the various issues of the roads now comprising the Canadian National Railways, some of which mature in the not-distant future, considerable interest centres in such issues as the Canadian Northern income-charge debenture stock, due 1930. With the feeling that the issue will be redeemed at par in 1930, there are a certain number of speculative purchases of the stock.

The stock referred to was issued in 1910. Out of a possible $25,000,000 authorized, $24,137,846 was issued. It ranks after outstanding bonds amounting to something like $250,000,000. Provision was made that interest would be paid if and as earned, but no payments have been made since 1914. Assuming the continuation of the present railway situation in Canada, there is little likelihood of any interest payments being made in the near future, or probably before maturity.

Even so, the issue has certain merit as a speculation. Quoted last week on the London Stock Exchange where it is listed, at 58 to 61 and in Toronto from 57½ to 58½ recently, it represents a return to the holder of about 14 per cent. without counting anything for future interest payments, if redeemed at par.

With regard to security, the stock is not guaranteed by the Dominion Government in any respect. Naturally it ranks as a charge against the C. N. R. lines now operated by the Dominion, but this does not necessarily infer that the government accepts any responsibility. The actual security is that it is a general charge on the property of the company other than land and money subsidies, ranking after the 4 per cent. consolidated stock and after all securities later created. It is subject to call at par at any time since May, 1920, on six months notice.

A reader of The Financial Post this week enquired with regard to why the stock was sold at the present low price. The answer is to be found in the fact that no interest has been paid for more than ten years, and in the degree of uncertainty which exists with regard to redemption. Under these conditions the present price of about 60 is not a low price, but rather unusually high, and at present prices is considered by many to be a rather attractive speculation.

The trustees are the National Trust Company, for Canada, and the British Empire Company, for Great Britain. The stock is registered at the company's office in Montreal. Following is the price range for the past five years:

| | 1920 | 1921 | 1922 | 1923 | 1924 |
|---|---|---|---|---|---|
| High ..... | 39¾ | 36 | 50 | 56 | 65¼ |
| Low ..... | 28 | 29½ | 34⅜ | 44½ | 52⅝ |

## SHOULD CONSULT THE FINANCIAL EXPERTS ON PLANS TO RETIRE DEBTS

(Continued from page 1)

proper scale and when they are provided there is always a danger that as soon as there is a substantial sum accumulated it will be used for other purposes. Just recently in a Toronto paper the point was made by a correspondent in connection with the city's finances, that if there were surpluses for retiring the debt, they should be used to reduce the cost of the service to the public. In other words, the people do not understand that they should pay for the cost of capital and there is always a danger of an agitation which will result in the accumulated sinking fund being wiped out. With the serial bond there is a definite program for raising a certain sum every year to take care of the obligation as it comes due in annual installments and there is no accumulation of funds to tempt the people and their elected representatives to ignore their obligations to their borrowers.

Ontario has set the example for the adoption of a sound budget for the financing of the public debt. The other provinces and the Dominion might well follow in her steps.

## Railway Earnings

CANADIAN PACIFIC RAILWAY

| Week end. | 1925 | 1924 | Change |
|---|---|---|---|
| Dec. 7 | $4,668,000 | $3,765,000 | +$903,000 |

CANADIAN NATIONAL RAILWAYS

| Week end. | 1925 | 1924 | Change |
|---|---|---|---|
| Dec. 7 | $5,563,643 | $4,791,608 | +$772,035 |

**Standards**

DEALERS in Investment Securities deliberately, or instinctively, adopt standards by which their policies are shaped and clients' interests safeguarded.

This business was founded upon the basic idea that the safety of a client's principal is paramount.

*Correspondence invited*

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# *News of the Investment Market*

## New Issue Reveals Line Up of Companies on the St. Maurice

### 6% Bonds of New Holding Company Offered This Week—The Position of the Four Companies Simplified—Bonds to be Issued Both in Sterling and in Currency.

From Our Own Correspondent

MONTREAL.—This week $6,266,500 first mortgage and collateral trust sinking fund, 6 per cent. bonds of the St. Maurice Valley Corporation, the new company which now owns the St. Maurice Paper Company, and controls, operating under lease, the Belgo-Canadian Paper Company, were offered to the public. The bonds are being sold at 99. Ranking pari passu with this issue is £500,000 of registered debenture stock, which is to be sold in Britain so that the total outstanding bonds of this issue will amount to $8,699,833.

The physical assets securing the issue total $14,143,646; it is also further secured by well over 85 per cent. of the oustanding common stock of the Belgo-Canadian Paper Company; this has a book value of over $9,662,217.

The financial structure of the merger and the constituent companies is best seen in the chart accompanying this article. There will be seen the outstanding capitalizations of the various companies and where the various securities are held.

### The Earnings Available

The average annual net earnings of the acquired companies over the past five years, available for this issue's interest, amount to $2,178,572, or over four times the annual interest charges on both currency bonds and sterling debentures.

Upon the completion of the present financing, the capitalization of the St. Maurice Valley Corporation will be as follows:

| | Authorized | Outstanding |
|---|---|---|
| First mortgage and collateral trust sinking fund bonds (including registered debenture stock) ........ | $15,000,000 | *$8,699,833 |
| 7% sinking fund cumulative redeemable preference shares.. | 10,000,000 | 6,800,000 |
| Common shares (of no par value) ..(shs.) | 150,000 | 150,000 |

* of Series A.

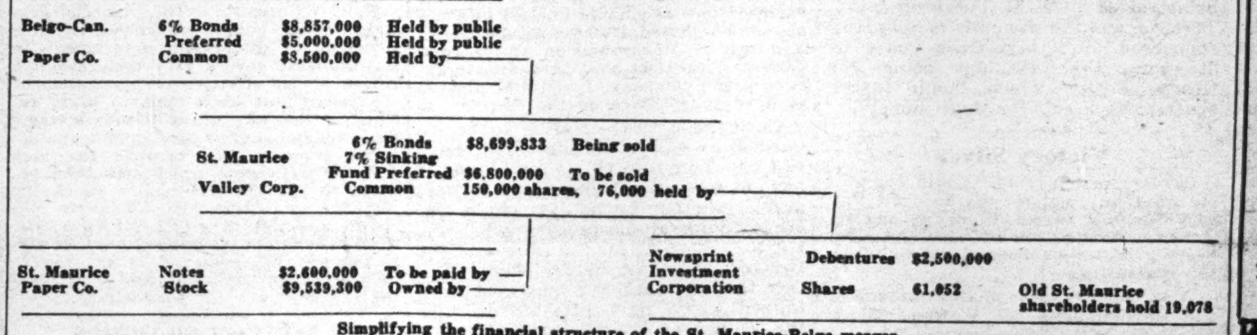
The present issue is dated December 1, 1925, and matures in 1945. The trust deed provides for cumulative sinking fund to commence in December, 1926, in which $175,000 will be deposited each year for five years and $250,000 annually thereafter. Further bonds of this issue may only be sold to provide for 2/3 of the cost of further additions or extensions to the property.

The company's output consists of 650 tons of newsprint a day; an annual output of 195,000 tons of newsprint and 18,000 tons of kraft pulp. Earnings on this production during the first nine months of the current year show earnings available for interest on these bonds to be equal to the equivalent of six times the amount required. The timber areas which the company owns or holds under lease consist of 5,455 square miles, which are estimated to contain a fifty-years' supply of pulpwood for the present milling capacity. The company has favorable long term power contracts covering its necessary power requirements.

It is anticipated that the preferred shares in this company will shortly be offered to the public, and, in addition, the debentures of the second holding company, the Newsprint Investment Corporation.

The officers and directors of the St. Maurice Valley Corporation are as follows: M. B. Wallace, chairman of board; Sir Herbert S. Holt, president; Hubert Biermans, vice-president; J. H. Gundy, vice-president; G. H. Montgomery, K.C.; C. R. McMillan, Francois Faure, T. A. Wark, E. B. Murray.

The issue is being handled by Wood, Gundy and Company.



Belgo-Can. Paper Co.
6% Bonds $8,857,000 Held by public
Preferred $5,000,000 Held by public
Common $3,500,000 Held by
St. Maurice Valley Corp.
6% Bonds $8,699,833 Being sold
7% Sinking Fund Preferred $6,800,000 To be sold
Common 150,000 shares, 76,000 held by
St. Maurice Paper Co.
Notes $2,600,000 To be paid by
Stock $9,539,300 Owned by
Newsprint Investment Corporation
Debentures $2,500,000
Shares 61,052
Old St. Maurice shareholders hold 19,078

Simplifying the financial structure of the St. Maurice-Belgo merger.

## Ontario's Deficit Has Been Steadily Reduced

The annual financial statement of the Province of Ontario published last week by Provincial Treasurer Price shows that accounts do not yet balance. There is a deficit of $4,905,293 for the fiscal year ending October 31. The corresponding deficit of 1924 was $8,325,645 and of 1923, $14,722,925. This represents a reduction of more than 65 per cent. in two years. The statement shows an increase of $12,577,000 in ordinary receipts and of $3,978,256 in ordinary expenditure over 1925. The debt of the province has, however, increased from $13,510,708 in 1923 to $17,230,660 last year, principally on account of Hydro and highway indebtedness. Capital receipts were approximately $5,400,000 greater than in 1923.

The totals of receipts and expenditures for the last three years were:

Receipts—1923, $34,110,212; 1924, $40,540,924; 1925, $46,570,600.

Expenditures—1923, $48,833,137; 1924, $48,866,569; 1925, $51,475,893.

SIR HERBERT S. HOLT,
Head of the St. Maurice Valley Corporation, which is the organization taking over the St. Maurice and Belgo-Canadian Paper Companies.

### DIFFERENTIATES INVESTMENTS

MONTREAL.—The firm of R. G. Hoerner & Co. has issued an interesting booklet which clearly presents what should be the investment requirements of individuals whilst an estate is being built up, as against the investment requirements of those who have retired from business and who are investing simply and solely to obtain an income. The booklet points out and indicates the lines along which each of these two groups should travel when investing their fund.

### HOUSMAN & CO. IN NEW QUARTERS

The entire ground floor of the office building formerly occupied by the Union Bank of Canada at the corner of Bay and King Streets, Toronto, has been leased from the Royal Bank of Canada by A. A. Housman & Co., one of the oldest New York Stock Exchange houses, which has been carrying on business in various Canadian centres for some time. The company will remove from 9-13 King Street West to its new offices about the end of the month.

The firm has also leased from the Bank of Montreal the offices in Hamilton formerly occupied by the Molsons Bank, situated on James Street South, in the centre of the city's business district.

*We offer*
CITY OF
DRESDEN
(*GERMANY*)
External Loan of 1925,
7% Sinking Fund Gold Bonds,
Due 1st Nov., 1945.
**Price 94 and accrued interest yielding about 7.60%**
MATTHEWS & COMPANY
LIMITED
255 Bay St. Toronto

**The Investor—**
Published monthly and sent gratis to interested inquirers by
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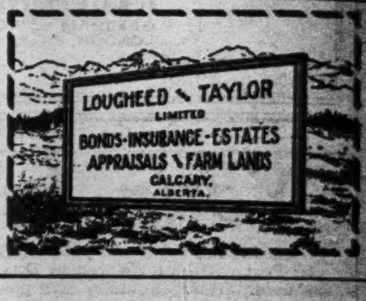

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APPRAISALS & FARM LANDS
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Regular bonds of
QUINTE AND TRENT VALLEY POWER CO. LTD.
are now ready for delivery to holders of interim receipts at the office of the Chartered Trust & Executor Company, Toronto. Any of our offices will look after the exchanges.
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Stocks and Bonds for investment bought and sold on all principal exchanges. Private wire New York and Toronto.
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6½%
First (Closed) Mortgage Sinking Fund Gold Bonds
Due
April 1st, 1935
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Interest payable half-yearly. April 1st and October 1st.
*Price on Application.*
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SUCCESSORS TO
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The Oldest Bond House in Canada
300 BAY STREET - TORONTO

*Heralding*

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## The Second Annual Edition, finer, bigger, more valuable than last year

The fine reception accorded by Canadian investors and business men to The Financial Post Survey 1925 makes it a real pleasure to announce the 1926 edition. This is now coming off the press and is available for distribution.

The Financial Post Survey is the cumulative result of the years of service our organization has given to business men and investors. It is a well-bound book of over 200 pages, containing the very information and data that are essential to the proper conduct of a business; to a policy of profitable investing and to the enlargement of one's knowledge of Canada. It has cost thousands of dollars to get such an original, exclusive, well-presented mass of information together. You can buy the finished product for $3, or less with a subscription to The Financial Post.

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Send me one copy of The Financial Post Survey, 1926 and also send me The Financial Post for one year. (If a subscriber at present, subscription will be extended one year). I enclose $6.50 as follows:

| | |
|---|---|
| The Survey ........................ | $1.50 |
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*New Issue.*

**NORTHERN CANADA POWER LIMITED**
**6%**
**First Mortgage Bond**
**Due 1st Dec., 1945**

This company's net earnings for the past five years have averaged over twice required bond interest. The increased demand for power in the north insures the future of the company. We recommend this security.

**PRICE: 100 and interest yielding 6%**

**Gairdner & Company, Limited**
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**Oil Stocks**

We have issued a special bulletin, dealing with the position of the stocks of the following companies:

**Imperial Oil**
**British American**
**International Petroleum**

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We are prepared to execute buying and selling orders for these shares in the Unlisted Department of the Montreal Stock Exchange.

**McCUAIG BROS. & CO.,**
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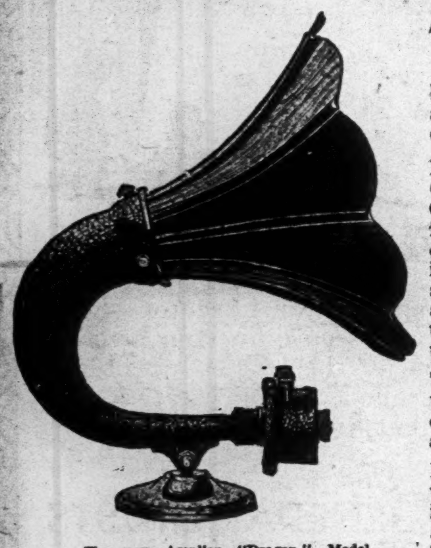
**AMPLION**

***The World's Standard Wireless Loud Speaker***



The new Amplion "Dragon," Model AR-19, 20½" high. The beautifully curved, panelled horn is handsomely finished in mahogany; it measures 14½" in diameter at the mouth. The acoustically correct, exclusive "dragon shape" of the sound conduit provides—in compact space—exceptionally long tone travel with gradual amplification. Also, the conduit is non-resonating, being rubber insulated at both ends. Crystalline enamel on both sound conduit and unit add further beauty to appearance.

THE Amplion is not a new comer, hurriedly launched on the wave of the radio boom. It is the latest, finished achievement of the world's oldest makers of loud speakers.

It is designed by Alfred Graham, of Alfred Graham & Co., London, England, who is internationally regarded as one of the foremost authorities on the reproduction of sound. For thirty years his acoustic creations have been used successfully throughout the world.

The Amplion was produced for wireless in 1920, and has become recognized as the standard for loud speakers.

Introduced into Canada and the United States and all civilized countries in 1923 and now available to all who want the "last word" in a Loud Speaker.

Do not invest in a Loud Speaker until you have investigated the Amplion. Send for detailed technical information in folder, and free Log Book.

**Prices from $13.50 to $45.00.**

**BURNDEPT OF CANADA LIMITED**
*Sole Canadian Distributors;*
**Head Office: 130 Richmond St. West, Toronto, Ont.**
*Also At—* **Montreal and Winnipeg**

## Tax Reductions For B.C. Are Urged in Amendments

Amendments to the tax legislation of the Province of British Columbia, announced by Hon. J. D. MacLean, minister of finance, include the following:

Reduction of 50 per cent. of the tax on crown-granted timber; lowering of the tax on debentures from 10 per cent. to four per cent., and the collection of the tax from the bondholder instead of the debenture issuer, except when such debentures are held outside of the province; establishing a $500 maximum for which exemption can be claimed for payments of insurance policies in respect to provincial income tax; 10 per cent. reduction in the personal property tax, except where the tax is less than $25; placing of a tax of 50 cents a ton on all fish used in fish meal and fish oil plants; reimposition of the two per cent. gold mining tax, and the exemption from taxation of the first $5,000 production on small mineral properties.

### LIKELY TO APPEAL RAILWAY DECISION

The Supreme Court of Canada has held that the Federal Government has power to authorize Nipissing Central Railway to build its line from the Ontario boundary into Rouyn. Quebec. The Province of Quebec stopped construction when the Ontario government railway started to build the line under the Federal charter of its subsidiary. Undoubtedly the decision will be appealed to the Privy Council.

### BOND MOVEMENTS OF THE WEEK
WEEK ENDING DECEMBER 15

| Bonds | Int. Rate | Due Year | Yield | Range 1924 High | Range 1924 Low | Range 1925 High | Range 1925 Low | Latest Price Ask | Latest Price Bid | Latest Price High | Latest Price Low |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Can. Canners | 6 | 1950 | 6.44 | — | — | 96¼ | 90 | 94½ | 94 | 94½ | 94 |
| Cons. Rubber | 6 | 1946 | 5.91 | 102⅜ | 98¾ | 101 | 95 | — | 101 | 101 | — |
| Cedar Rapids | 5 | 1953 | 5.06 | 99¾ | 95 | 101 | 97 | 99 | — | 99 | 98¾ |
| Can. Cement | 6 | 1929 | 5.16 | 103½ | 100 | 103¼ | 100 | — | 102¾ | 103 | — |
| Dom. Coal | 4 | 1940 | 6.24 | 89¼ | 86 | 90 | 84⅝ | — | 87½ | 88 | — |
| Dom. Iron | 5 | 1929 | 7.89 | 89¼ | 86 | 94 | 86 | 90¼ | — | 90¼ | 90 |
| Montreal Tram. (A) | 5 | 1955 | 5.42 | 95½ | 91 | 98¾ | 93 | 93⅜ | 93¼ | 93¾ | 93¼ |
| Quebec Rly. | 5 | 1939 | 5.67 | 91 | 80 | 98 | 89¾ | — | 93 | 93⅜ | 93 |
| Wayagamack | 6 | 1951 | 6.65 | 66 | 76 | 98¾ | 84¾ | 92 | 91½ | 92 | 91 |
| West Kootenay | 6 | 1940 | 5.60 | 108 | 106⅝ | 104 | 104 | — | 104 | 104 | — |
| War Loan | 5 | 1931 | 4.57 | 102.45 | 101.60 | 102.65 | 101.00 | 102.20 | 102.10 | 102.10 | 102.00 |
| Do. | 5 | 1937 | 4.54 | 103.85 | 102.60 | 104.95 | 103.80 | 104.25 | 104.15 | 104.30 | 104.05 |
| Victory Loan | 5½ | 1927 | 4.40 | 103.05 | 102.05 | 103.15 | 101.70 | 102.20 | 102.10 | 102.10 | 101.90 |
| Do. | 5½ | 1933 | 4.64 | 106.70 | 104.15 | 107.00 | 105.10 | 105.60 | 105.50 | 105.65 | 105.45 |
| Do. | 5½ | 1934 | 5.00 | 104.70 | 102.85 | 104.80 | 103.20 | 103.75 | 103.65 | 103.90 | 103.60 |
| Do. | 5½ | 1937 | 4.55 | 108.90 | 106.15 | 110.00 | 108.15 | 108.75 | 108.60 | 108.80 | 108.55 |
| Do. Refund | 5 | 1928 | 4.75 | 100.85 | 99.50 | 101.45 | 100.15 | — | 100.55 | 100.70 | — |
| Do. " | 4½ | 1940 | 4.80 | — | — | 97.25 | 92.20 | 96.10 | 96.00 | 96.85 | 95.95 |
| Do. " | 5 | 1943 | 4.85 | 102.85 | 99.00 | 102.90 | 101.15 | 101.60 | 101.45 | 101.80 | 101.50 |
| Do. " | 4½ | 1944 | 4.76 | 97.15 | 97.00 | 97.75 | 96.20 | 96.75 | 96.60 | 96.85 | 96.65 |
| Do. Renewal | 5½ | 1927 | 4.70 | 102.70 | 101.10 | 102.95 | 100.80 | — | 101.30 | 101.50 | 100.95 |
| Do. " | 5½ | 1932 | 4.98 | 103.90 | 102.10 | 104.20 | 102.65 | 103.10 | 103.00 | 103.00 | 102.75 |

## WEEKLY RECORD OF CANADIAN FINANCING

| Place Bond Sales— | Date | —Sold To— | Rate | Maturity | Amount | Price | Yield |
|---|---|---|---|---|---|---|---|
| | | MUNICIPAL | | | | | |
| Ancaster Twp. | Dec. | H. R. Bain & Co. | 5½% | 1935 | $8,457 | 101.50 | 5.30 |
| Mimico | Dec. | C. H. Burgess & Co. | 5% | 10 & 30 ins. | 81,000 | 96.17 | 5.37 |
| | | CORPORATION | | | | | |
| St. Maurice Valley Corp. | Dec. | Wood, Gundy & Co. | 6% | 1945 | 6,266,500 | 99 | 6.10 |
| Niagara Falls | Dec. | H. R. Bain & Co. | 5% | 1945 | 65,000 | 99.01 | 5.11 |
| St. John | Dec. | Royal Securities Corp. | 5% | 15 to 30 yrs. | 130,000 | 100.60 | 5.30 |

# *Municipal and Provincial Finance*

## MUNICIPAL BOND OFFERINGS SCARCE AND PRICES FIRM

### U. S. Investment Bankers Prepare to Market Stocks of Foreign Concerns

Although the Canadian bond market is in a particularly favorable position for borrowers at the moment, there is something of a lull in municipal borrowing this week. This has been made up for by certain large industrial issues, discussed elsewhere, which have just been placed on the market. Although the balance of the year is growing short, a considerable volume of financing has been planned which is expected to fall during the next two weeks.

As pointed out in another column, there is still no apparent decline in the volume of funds in the banks, available for investment. Insofar as the money market is concerned here, the bond market may remain firm indefinitely. In the United States a slight tightening in rates, indicating a growing need for funds for other purposes, has a restrictive effect upon the bond market. Not having an organized money market in Canada, and, therefore, having no money rate to depend on, banking figures are more carefully followed. As indicated by the most recent statement of the chartered banks to the government, deposits have increased materially, while current loans have not kept pace in spite of crop financing needs. It is evident that funds are not immediately required elsewhere.

A development in the investment market of interest both to Canadian and to United States investors is the apparent preparation on the part of American investment bankers, for what might be considered a deluge of foreign securities to be marketed on this side. For some time, especially since the war, United States investors have participated heavily in the bonds of foreign countries, especially European and South American. This was merely due to a natural desire to obtain a higher yield than was obtainable at hand, with a relatively high degree of security. The new development is different. It would appear that there will shortly be made available, stock offerings in all manner of organizations, industrial and otherwise, particularly of European origin. This means that the United States investor, and it will apply to Canada as well, to a less degree, is to become definitely owner of foreign concerns on a large scale. It is apparent that this is a new departure in public participation in the United States.

Further recession in the French bonds, following upon the resignation of the most recent French minister of finance, causes added anxiety to holders of these securities. Losses of from one to two points took place in the French government, railroad and municipal issues, with a further drop in the franc. There is every confidence, in financial circles, that these issues will ultimately come back, but the uncertainty of the interval is difficult, unless one is prepared to wait for a long period, according to present developments.

## Tenders and By-laws

### TENDERS CALLED

**December 21, Village of Pointe au Pic, P.Q.**—$13,200, 5½ per cent. serial debentures. Chas. Desbiens, sec.-treas.

**December 23, School Municipality of Privat, Abitibi, P.Q.**—$12,000, 5½ per cent. serial bonds. J. A. Bisson, sec.-treas.

**December 21, Town of Aylmer, P.Q., School Trustees**—$25,000, 5 per cent., 30-year debentures. R. K. Edey, sec.-treas.

**December 22, Town of Kenogami, P.Q.**—$51,000, 5 per cent., 10-year bonds. D. Deners, clerk.

**December 23. School Municipality of Quebec West, P.Q.**—$42,000, 5 per cent. serial debentures. G. Rowleau, sec-treas.

**December 28, City of Longueuil, P.Q.** — $17,500, 5 per cent. serial debentures. J. A. L'Heureux, sec.-treas.

**December 28, School Commission, Town of Amos, P.Q.** — $26,300, 5½ per cent. serial bonds. B. Trudel, sec.-treas.

**Preferred Stocks**

Preferred Stocks with sound dividend records are finding favor amongst those who desire a higher return on their money and freedom from normal income tax.

Conservative suggestions sent on application.

**F. H. Deacon & Co.**
227 Bay St., Toronto

### ALBERTA MUNICIPALITIES

According to reports presented to the Alberta association of municipal districts, by the president, the rural municipalities of Alberta are in a favorable condition. Against an assessed value of $479,000,000, there is a debenture indebtedness of only $60,000, one-third of which is in one district. All payments on the above are being met promptly when due. Forty per cent. of the districts had no money borrowed last year for any purpose, and of those which borrowed, all but 29 paid their loans in full at the end of the year.

## This Week's Bond Sales

### ST. JOHN BOND ISSUE

The city of St. John, N.B., has accepted the tender of 100.60 by Royal Securities Corporation, Limited, for $130,000 5 per cent. bonds. The bonds are dated Dec. 15, 1925, and maturities are as follows:—15 years, $16,000; 20 yrs., $53,500; 25 years, $34,500; 30 years, $26,000.

### ANCASTER TOWNSHIP

An issue of $8,457 Township of Ancaster, 5½ per cent., 10-instalment bonds, has been awarded to H. R. Bain & Co., on a bid of 101.50. The bids were:

| | |
|---|---|
| H. R. Bain & Co. | 101.50 |
| Dyment, Anderson & Co. | 101.39 |
| Matthews & Co. | 101.10 |
| C. H. Burgess & Co. | 101.07 |
| Private bid | 100.00 |

### NIAGARA FALLS ISSUE

H. R. Bain & Co. were the successful tenderers for an issue of $65,000, City of Niagara Falls, 5 per cent., 20-year instalment bonds, on a bid of 99.01, a cost to the municipality of 5.11 per cent. The bids were:

| | |
|---|---|
| H. R. Bain & Company | 99.01 |
| A. E. Ames & Company | 98.89 |
| Wood, Gundy & Co. | 98.60 |
| Municipal Bankers Corp. | 98.56 |
| Matthews & Co. | 98.48 |
| McLeod, Young, Weir & Co. | 98.38 |
| C. H. Burgess & Co. | 98.33 |
| Bell, Gouinlock & Co. | 98.31 |
| Imperial Bank | 98.28 |
| Fry, Mills, Spence & Co. | 98.28 |
| Robertson, Cameron & Co. | 98.19 |
| Gairdner & Company | 98.17 |
| Murray & Company | 97.77 |
| MacNeil, Graham & Co. | 97.73 |

### BRANTFORD ISSUE

An issue of $137,800, City of Brantford 5 per cent. debentures, maturing annually, 1928 to 1953, has been awarded to H. N. Barry & Co., on a bid of 99.453. Following are the bids:

| | |
|---|---|
| H. N. Barry & Co. | 99.453 |
| Dyment, Anderson & Co. | 99.39 |
| A. E. Ames & Co. | 99.39 |
| C. H. Burgess & Co. | 99.23 |
| Wood, Gundy & Co. | 99.29 |
| McLeod, Young, Weir & Co. | 99.18 |
| Canadian Bank of Commerce | 99.15 |
| Matthews & Co. | 99.14 |
| Royal Securities | 99.135 |
| Fry, Mills & Spence | 99.13 |
| McDonagh, Somers & Co. | 99.127 |
| Murray & Co. | 99.077 |
| McNeil, Graham & Co. | 99.03 |
| H. R. Bain & Co. | 99.01 |
| Aird, McLeod & Co. | 98.93 |
| Cochran, Hay & Co. | 98.817 |
| Bell, Gouinlock & Co. | 98.78 |
| Municipal Bankers Corp. | 98.75 |
| Gardiner & Co., Ltd. | 98.672 |
| Dominion Securities Corp. | 98.515 |
| R. A. Daly & Co. | 98.39 |

**QUEBEC SOUTHERN POWER Corporation**

**6½%** FIRST MORTGAGE and Collateral Trust Sinking Fund Gold BONDS
Due May 1st, 1945

¶ These bonds provide not only a secure income of 6½%, but also interesting possibilities of profit through ownership of the common stock now obtainable as a bonus with the bonds.

¶ With lines constructed into 36 communities, of which 30 are now being served with power and light, the Quebec Southern Power Corporation and its subsidiary are assured of steady increases in business and earnings in prosperous and growing districts now served and to be served.

Price: 100 and interest to yield 6½%.

Carrying bonus of two shares of Common stock with each $1,000 bond.

**Browne, Urquhart & Co.**
Limited
180 St. James St. MONTREAL
Tel. Main 8011*.

**IMPERIAL OIL**
**INTERNATIONAL PETROLEUM**

Orders executed for cash or upon a conservative marginal basis.

Circular upon request.

**F. R. GRAHAM & Co.**
MEMBERS TORONTO STOCK EXCHANGE
293 BAY ST. ~ TORONTO 2

**19%** Increase of Capital
**1½%** Increase in Revenue
**15%** Prospective increase in market value

This, quite recently, we were able to do for one of our clients, by the simple exchange of one Preferred Stock for another, both of which are listed on the Montreal Stock Exchange.

We shall be glad to send you particulars of the above and to submit suggestions along similar lines, regarding your holdings.

H. B. **ROBINSON** & Co. Limited
*Investment Bankers*
35 King St. West 260 St. James Street
TORONTO MONTREAL
ELGIN 1224 MAIN 8542

## TWO MORE PROVINCES TO USE GASOLINE TAX

### Other Phases of Road Financing Dealt With at Interprovincial Conference

That two more of the nine provinces will institute gasoline taxes during the coming year was one of the facts disclosed at the tenth interprovincial conference held last week at Ottawa. The institution was organized by the Canadian Good Roads Association. This and other matters dealing with the financing of highway construction and maintenance, were discussed. It was emphasized that it behoves the owners of the railways and other transportation systems, that is, the sharehalders and the taxpayers, to plan out together the most economical means of having all transit systems co-operate. Millions are being invested annually, and there is a definite correlation between the various systems.

With regard to raising revenue by the gasoline tax, it was indicated that in addition to the six provinces now using the tax, New Brunswick and Nova Scotia would institute such legislation during the coming year. Alberta is the only province which has not yet fallen in line with regard to the metered form of taxation.

One thing demanded by the conference was more scientific consideration of the present manner of assessing highway costs, especially those embracing general taxation. Federal aid is not by any means a dead issue with the Canadian provinces, and the conference favored bringing this matter continually to the attention of the Federal government. Federal responsibility in connection with roads on canal banks and on reserve property under federal jurisdiction, it was urged, should be assumed and recognized by the federal authorities.

**B. H. PORTEOUS & Company**
Stock and Bond Brokers
Members
Montreal Stock Exchange
17 St. John Street
Montreal, Que.

**MARITIME MUNICIPALS**
*Inquiries Solicited*
**Thomas, Armstrong & Bell**
Canada Permanent Bldg., St. John, N.B.
S. Allan Thomas. Donald W. Armstrong
T. Moffett Bell.

**ROSS, JOHNSON, LIMITED**
Bonds, Stocks, Insurance and Real Estate
*Specializing in B.C. mining issues*
Vancouver, B.C. Rogers Bldg. Victoria, B.C. New York 47 Broadway

**QUEBEC APARTMENTS LIMITED**
**6½% 1st Mortgage Bonds 1940**
*Inquiries Solicited*
**Ernest Savard, Limited**
*Investment Bankers*
171 St. James St. Montreal. Harbour 5258-9
71 St. Peter St., Quebec. Phone 2-6486.

**7% UNITED FIRST MORTGAGE BONDS**

Without obligation send for our Booklet:
"THE HIGHROAD"

**UNITED BOND CO. LIMITED**
Toronto 297 Bay Street Windsor Imperial Bank Bldg.

FOUNDED 1883.

**BONDS for SAFE INVESTMENT**

GOVERNMENT, Municipal Public Utility and Industrial Bonds.

Selected with careful regard to safety, dependable income and marketability.

*Write for List.*

**HANSON BROS.**
*Investment Securities*
160 St. James St. Montreal 330 Bay St. Toronto
63 Sparks St., Ottawa

*We deal in—*

United Securities 6% Preferred Shares.
C.P.R. 4½'s ........ 1944
Bell Telephone 5's ........ 1955
Belgo Paper 6's ........ 1943
Belgo Paper 7% Preferred Shares.
Quebec Power 6's ........ 1953
Quebec Railway 5's ........ 1939
St. Maurice Power 6½'s ........ 1953
Wayagamack 6½'s ........ 1930
Wayagamack 6's ........ 1951
Montreal Tramways 5's 1941
Montreal Tramways 5's ........ 1955
Montreal Public Service 5's ........ 1942
Windsor Hotel 6½'s ........ 1943
Laurentide Power 5½'s ........ 1946
Duke-Price Power 6's ........ 1949
Also Bonds of Provinces and the larger Canadian Cities

**RENE-T. LECLERC**
Incorporated
Montreal:- 168, St. James St.
Quebec- 74, St. Peter St.
(ESTABLISHED 1901)
E183

**McDonagh Somers & Co.**

Government
and
Municipal Bonds

Dominion Bank Building
TORONTO
Canada

**DOMINION OF CANADA**
**4½% Bonds**
Dated Sept. 1st, 1925
Due Sept. 1st, 1940.
PRICE: 97.25 and Accrued Interest, yielding over 4.75 per cent.
**Campbell, Thompson & Co.**
Investment Bankers
293 Bay Street. TORONTO

ESTABLISHED 1910

**CREDIT - CANADA**
*Limitée*

Investment Bankers
Insurance

120 St. James St.,
Montreal
MAIN 4191

*Write for our list of RECOMMENDED INVESTMENTS*

**FOREIGN SECURITIES**
We are active in all foreign issues.
Ask for quotations.
*Have your name placed on our mailing list.*
EUROPEAN DEBENTURE CORPORATION, LTD.
120 St. James Street, Montreal

**SAFE DEPOSIT SERVICE**

The Eastern Trust Company provides safe deposit boxes and vaults in which you may keep Securities, Insurance Policies Deeds, Wills and other valuables

THE **EASTERN TRUST COMPANY**
Head Office: Halifax, N.S.
Saint John, N.B. Charlottetown, P.E.I.
St. John's, Nfld. Montreal, Que.

# Insurance for Buyer and Seller

## HALF OF NEW LIFE INSURANCE GOES TO MEET LAPSES

### Serious Wastage in Insurance Effort From Policies Dropped

While the yearly volume of insurance written in Canada has grown steadily and majestically in the past decade, the total volume of insurance in force in Canada has shown a more moderate rate of advance than might have been expected. Every year Canadians buy heavily of life insurance and in only one year since the war started have they bought less insurance than in the previous year. Yet the insurance is not "staying put." The amount of life insurance that is permitted to lapse each year in Canada is colossal in amount.

In 1924, Canadians paid for, in cash, $628,000,000 of life insurance. In 1924, $232,000,000 of life insurance was allowed to lapse. Another $80,000,000 of insurance protection vanished into the thin air through the action of policyholders in taking the cash surrender values of their policies in place of the protection afforded.

The serious extent of this high rate of lapsation can be shown in another way. Death claims totalling $20,000,000 were paid by insurance companies in Canada last year. In the same year, $17,500,000 was paid back to policyholders in the form of surrender values. Almost as much was paid back in the more or less wasteful form of cash surrender values than in death claims themselves. Of course, many of these amounts returned as cash surrender values represented returns to those for whom the insurance policy had served its purpose, but in the majority of cases in Canada, where insurance policies are being allowed to lapse or are surrendered for cash, the insurance is needed just as much as or, perhaps, more than when it was first taken.

**Lapse Ratio Over Half**

Lapse ratios have grown at a remarkable rate in Canada, as the period of depression has rolled up its difficulties for the heads of families. In 1918, lapses amounted to about 30 per cent. of the total amount of insurance written. In 1919, when business was good, everybody was employed, wages were high and prosperity was rampant, only 20 per cent. of the insurance written was offset by other policies permitted to lapse. From that date to this, the lapse ratio has grown apace. In 1920, it was up to 22 per cent., a moderate loss in 1921, to 44 per cent., and in the three years since it has been over 50 per cent.

For every $2,000 policy that is being sold by a hard working agent to give protection and peace of mind to a Canadian household, another $1,000 policy is being allowed to bring its excellent work to an end.

So serious has the question become that the Dominion department of insurance is making a study of the question of lapse ratios and will likely embody figures bearing on the subject in some of its subsequent reports.

**Try to Keep Policies Sold**

The companies are paying more attention than ever to keeping their policies sold. At one time, it was generally thought that the companies made their profits out of the policyholders who allowed their policies to lapse. This is not true to-day when the companies are striving to build for higher business each year in order to distribute their growing expenses over a wider field of business; when the income of agents must be made to grow from year to year; when the cost of putting business on the books runs about 100 per cent. of the first premium; when insurance has become more or less a mutual affair with the profit element in the background.

Agents are learning that their best field for new business is among present policyholders. The companies hold policyholders months when the agents canvass their present clients for more business. House magazines, advertising, etc., are used to keep insurance sold.

From the standpoint of the policyholder, it is obvious that he loses when he allows his policy to lapse. He loses what it cost to make him a policyholder; he loses interest as well as principal; he loses protection.

Even if he replaces the policy with another, he is behind, for his policy will cost him more each year, being based on his greater age. He will lose the protection during the period that the policy was out of force. He may even lose the opportunity to take new insurance, for many people, who have allowed policies to lapse, have found that they could not pass the doctor when again they tried to buy life insurance.

Insurance lapses are expensive and no one benefits from them. They are so much waste—for both the policyholder and the companies.

When selecting a Trust Company as an Executer, choose one whose fixed policy is to give

**Financial Assistance**

to Estates being administered by it

**PAID UP CAPITAL AND RESERVE $1,259,430.36**

**The Imperial Canadian Trust Co.**

Executor, Administrator, Assignee, Trustee, Etc.

Head Office, Winnipeg.

Branches: Saskatoon and Calgary.

## Fort William Fire Insurance Agent Has International Fame

### Gaylen Duncan is a Civil Engineer Who Has Found Wider Opportunity in Insurance and Real Estate

By RALPH B. IVES,

President, Aetna Insurance Company.

**This article was first published in the Eastern Underwriter, an insurance journal published across the line.**

GAYLEN R. DUNCAN, of Fort William, Ont., was educated at McGill University, Montreal, taking his degree as a civil engineer. One of his first engineering works was to take charge of the erection of a large plant at Fort William. This plant entailed the expenditure of about $2,000,000, and for the supervising of this building Mr. Duncan received the munificent sum of $2,500 a year. He came to the conclusion that if his brain power was not worth more than $2,500 a year, he must be in the wrong line of business. So he looked about to find another line.

At that time there was a good deal of immigration into Western Canada. It was something of a boom. Port Arthur, as a big lake port, had a little boom of its own in sympathy with this western movement, as all the grain from the West had to come through that port.

**Went Into New Business**

Mr. Duncan saw in Fort William great possibilities in the insurance and real estate business. He reasoned that here was a live, progressive community, destined to become an important centre through the upbuilding of a great Canadian West, which must pour its products through the funnel represented by Port Arthur and its neighboring city, Fort William.

To form a conclusion was to begin action with Gaylen Duncan. Here would be the scene of his activities—and here he would make himself known. And this was his first real job—because he was practically unknown in Fort William when he launched his enterprise.

So he started with open eyes and serene faith in himself to win public recognition. Every issue of the daily paper carried a striking advertisement of Duncan's. Immense billboards all over town blazoned his name. No matter from what angle one approached the town, one discovered that Fort William was the home town of Gaylen R. Duncan.

It was amazing to see how soon everyone got to know Mr. Duncan.

Duncan is a man of forceful personality, and withal of most pleasing manner. He believes in his town and boosts it with fervor and acclaim. So it was inevitable that he should make his presence felt—and before long he found himself a member of every delegation sent east to obtain concessions for Fort William. It was not long before he was known wherever the name of Fort William was known. In fact, one of his ideas was to link up his name with Fort William, so that when people thought of Fort William they would think of Duncan, as a matter of course—and vice versa. And he has succeeded in that ambition.

Then the war came—and immediately most of his competitors felt that everything was going to the dogs. But not so with Duncan! He always kept a bright face outward. If anyone asked him how business was, he answered emphatically that business was good—and that was all there was to it. And he made it good. His optimism paid, because naturally people will do business with the man who radiates success and good cheer.

**How He Sells Land**

So widely did the name of Duncan become known that it is safe to say that if he sent in his card to either of the presidents of the great Canadian railway systems—Mr. Beatty or Sir Henry Thornton—they would not have to inquire who he is. His method of selling vacant factory properties is typical of his thoroughness in going about a task. First he gets an excellent photograph of the factory. Then he prepares a diagram, showing its location, giving a description of all the resources of the district, emphasizing the cheap hydro-electric power available. This information is assembled in an attractive circular and mailed to about 2,000 prospects. On one occasion one of these factory circulars strayed down to Dayton, Ohio, and a letter came back, stating that the writers were not interested in buying the plant described in the circular, but that they were interested in cheap hydro-electric power—and would Mr. Duncan kindly tell them some more about Fort William? Mr. Duncan did not write an answer. He went to Dayton—on the next train. And as a result, he secured for the city of Fort William a paper plant costing up in the millions to build.

**Believes in Big Publicity**

Mr. Duncan is a thorough believer in dominant advertising.

He uses space enough to attract the most casual eye—or else he doesn't use any. When he was recently canvassed to take a quarter page in a program, he told the woman in charge that he would take a full page or none at all. And the same goes for theatre curtains and the like. He will not merge his message with several others in the same space.

To me, the interesting aspect of this agent's case is his ability to look ahead, set up a goal, think out a way to reach it—and then start into action to bring his plans into being. There are hosts of agents who are uncommonly brainy. Able citizens, who are unquestionably of superior clay. Yet they hang fire, somehow. They fail to get across. I believe that more than any other one thing, the ability to plan your work and then work your plan is the secret, if secret it is, of getting ahead in any business, whether it is selling fire insurance or building grain elevators. Gaylen Duncan simply analyzed the job ahead of him—then went at the task intelligently, with high optimism, and faith in the tremendous power of consistent advertising.

---

The Metropolitan Life announces the following changes in the field: W. J. Glenn, manager at Danforth, Toronto, Ont., is transferred to Parkdale, Toronto; P. A. Bowen, manager at Kitchener, Ont., is transferred to Danforth, Toronto; S. F. Muter, of Hamilton, Ont., is transferred to Kitchener, Ont.; T. J. Ryan, manager of New Glasgow, N.S., is transferred to Hamilton, Ont.; T. C. MacDougall, agent at New Glasgow, is appointed assistant manager at New Glasgow.

## Rates on Cars Sold on Time to be Discussed at Conference

Wholesale insurance of automobiles through finance companies, operating in the instalment-selling field, is going to come under review by the Ontario superintendent of insurance, R. Leighton Foster. In a letter to automobile insurance companies, Mr. Foster states:

"All schedules must avoid discrimination between risks of essentially the same physical hazard in the same territorial classification.

"Plans of rating fleets of automobiles should be carefully reviewed before filing, in their relation to illegal discrimination. Some methods of fleet rating filed by insurers in 1925 manifestly violated the anti-discrimination section of the law. In connection with the 1926 schedules, insurers will be asked to justify their fleet rating methods and to eliminate from their rating plans all terms which are discriminatory in their application."

Mr. Foster has also issued an order requiring the companies to file their automobile insurance tariffs with the department.

In connection with this order, Mr. Foster issues the following warning:

"The legal difficulties now being experienced in the United States in connection with the operation of certain wholesale plans of automobile insurance formulated in connection with the business of finance companies and the sale of automobiles on the time payment plan, prompt me to advise all licensed insurers which are considering such plans to communicate with the superintendent of insurance before any such special agreements are consummated.

"Immediately after January 1st next, a conference will be called, to which will be invited representatives of insurers, automobile finance companies and automobile manufacturers, for the purpose of considering how present methods of insuring automobiles purchased on the time payment plan conform to existing statutory requirements, and what amendments, if any, should be made either in the practice or in the legislation touching this matter; also for the purpose of preparing a committee report to the 1926 superintendents' conference in contemplation of uniform legislative action throughout Canada."

*Independence or Poverty?*

A disastrous fire or a serious accident—either one may ruin you financially unless you are protected by insurance. The dividing line between wealth and want is only too often subject to the vagaries of fate.

Policies in the Western Assurance Company are faithful allies that guard your interests in time of misfortune.

**THE WESTERN ASSURANCE COMPANY OF TORONTO**

Established 1851

**THE MONARCH LIFE**

IS A

**GOOD COMPANY**

Provincial Offices: Toronto, Winnipeg, Regina, Saskatoon. Calgary, Edmonton, Vancouver, Victoria.

We Recommend a

**6 P. R. POLICY** (SIX PREMIUM RETURN)

an exclusive Northern Life plan

The Northern Life's 6 P.R. policy is one of the most popular 20 pay life policies in Canada.

For further information regarding this attractive plan consult your nearest Northern Life representative or write our Home Office.

**The NORTHERN LIFE ASSURANCE COMPANY OF CANADA**

LONDON, ONTARIO — ESTABLISHED, 1897

**The Independent Order of Foresters**

Organized 1874

**TOTAL BENEFITS**

Paid to Members and their Beneficiaries

**$87,000,000.00**

Policies Issued from $1,000 to $5,000

G. E. BAILEY, Secretary — W. H. HUNTER, President — ALEX. STEWART, Treasurer

**Cheerfully Independent!**

Some day you will be considered "too old for the job." When that day comes, how will it find you — trusting to relatives or cheerfully independent ?

A little saved from salary and invested in a Great-West Life Endowment policy will make old age the brightest portion of your life.

Protection with Profit

THE Great-West Life ASSURANCE COMPANY

HEAD OFFICE - WINNIPEG

31

£

SYNDICATES AND SMALL COMPANIES

Managed by specially trained staffs

Moderate Fees

**THE STERLING TRUSTS CORPORATION**

10-12 East King St., Toronto.
Branch at Regina, Sask.

### Two-Year Endowment Policies Now Being Sold

One of the newest things offered in Canadian insurance is a two-year endowment. For approximately $960 a buyer of insurance can purchase a $1,000 policy payable at the end of two years. This represents a return of a little under 5 per cent. to the investor if he should live the two-year period. If, on the other hand, he should die, his heirs are required to leave the money with the insurance company until two years have elapsed from the date of the policy, but they will receive the current rate of interest being paid by the insurance company on the $1,000 principal amount. At the present time this would amount to 5¼ per cent.

From the standpoint of the insured, this gives him an opportunity to get a higher rate of return than he can get on bank interest, and with absolute safety, together with assurance of early repayment of the amount invested. It also puts aside a fixed sum for his heirs should he be taken away earlier than the two-year period.

**LICENSES ISSUED**

The Mercantile Fire Insurance Company has taken out a license to write tornado insurance.

The Yorkshire Insurance Company has taken out a license to write inland transportation insurance.

**THE CANADA NATIONAL FIRE INSURANCE COMPANY**

HEAD OFFICE: WINNIPEG, CANADA

**TOTAL ASSETS $2,928,337.62**

TORONTO, 24 Adelaide St. W.

W. H. GEORGE
Superintendent of Agencies

**Insurance** OF ALL KINDS TRANSACTED

**The Provident**

ESTABLISHED 1905

Head Office:
THE PROVIDENT BUILDING
Corner Place d'Armes & St. James St.
MONTREAL
Tel. HArbour 3292-3-4-5-6-7

Satisfactory Service Guaranteed

**PRUDENTIAL TRUST COMPANY**
LIMITED

Trustees, Executors, Administrators, Real Estate and Insurance, Safety Deposit Vaults.

J. P. STEEDMAN,
Chairman of the Board

B. HAL. BROWN,
President and General Manager

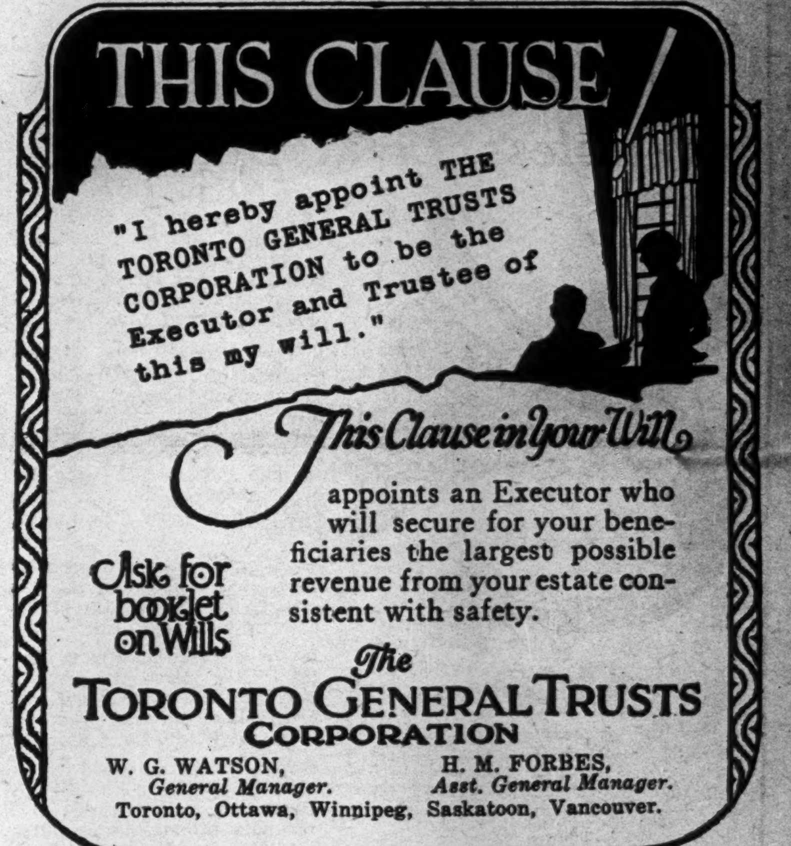
HEAD OFFICE
PRUDENTIAL TRUST BLDG.,
Montreal

TORONTO OFFICE
Reford Bldg., 217 Bay St.

Branches throughout Canada and in London, Eng.

**BIG LUMBER CUT IN N. B.**

SAINT JOHN.—The expectations are that the total lumber cut this season in New Brunswick will be approximately 264,000,000 feet from Crown Lands, or about the same quantity as last season.



THIS CLAUSE

"I hereby appoint THE TORONTO GENERAL TRUSTS CORPORATION to be the Executor and Trustee of this my will."

This Clause in your Will appoints an Executor who will secure for your beneficiaries the largest possible revenue from your estate consistent with safety.

Ask for booklet on Wills

**The TORONTO GENERAL TRUSTS CORPORATION**

W. G. WATSON, *General Manager.* H. M. FORBES, *Asst. General Manager.*

Toronto, Ottawa, Winnipeg, Saskatoon, Vancouver.

**Sales Talks— at Moderate Cost**

THIS is the time of the year, and for the next month or so, when many firms will be having a conference with their sales organizations or arranging a convention to discuss new policies and planning for increased business during the coming year, which has every indication of much improved conditions.

Would it not be profitable to engage a new voice on the subject of Sales Promotion? In other words, have a good heart to heart sales talk on the most modern methods and further, on all the elements of successful salesmanship.

I am open for engagement at this time of the year for this special work and I think you will find it of much higher value than the moderate cost, it coming from one with 25 years' success in sales organization work. Having already several engagements, would like to know as far ahead as possible.

My regular service is that of making a thorough analysis of—

**Sales Promotion and Promotion Plans**
**Distribution Problems**
**Advertising Programmes** (With Valuable Slogans).
Also Supervision of Inventory taking.

My service has been thoroughly tested—has been tried out—and has proven itself.

I aim to deliver a true picture of the business from an independent and impartial viewpoint, free from any traditions or customs.

Have you an organization problem—inside or out? If I cannot solve it, it is indeed a difficult one, and I will at least bring to bear on it an experience and training that will be well worth while.

Having been Canadian Sales Manager for many years of two of the World's greatest sales organizations, I am naturally familiar with the problems of sales managers and aim to co-operate with them.

Excellent credentials available.

**F. E. MUTTON**
*Business Economist*
705 Federal Building Toronto Adelaide 8031

# Current Events in Banking World

## RESOURCES OF RESERVE BANK FOR EMERGENCY

### Relation of the System to the Money Market and Speculation

NEW YORK.—When the Federal Reserve System was organized it was common expectation that it would reduce the amount of banking funds employed in stock market operations, but there has been no lack of funds for stock trading since the system got into action, says George E. Roberts, vice-president of the National City Bank, in the American Bankers' Association Journal. He declares total loans reported by member banks of the system show that "as nearly as can be calculated the increased demand for credit in the past year, as between bond and stock operations and commercial uses, has been in the ratio of $9 for the former to $2 for the latter," though commerce still is the chief factor in the money market. "The back door of reserve credit is open to speculative activities." Mr. Roberts says in part:

"The manner in which money or credit rushes to the stock market when an upward movement attracts general attention is no different from the manner in which it rushes to the grain market, farm lands, Palm Beach lots or a new oil field. Speculation is legitimate, but may be overdone and when this occurs the inevitable reaction will have ill effects outside the immediate interests concerned. For this reason Federal Reserve credit, which constitutes a reservoir especially intended to safeguard the general business situation, should not be drawn upon to support a speculative boom.

**Commercial Credits Light**

"How to prevent it, however, is a problem. Credit cannot be kept in watertight compartments. A member bank may not pass up to its reserve bank any loans secured by stocks and bonds, but it can pass up eligible paper and lend the proceeds in the stock market. Although the reserve bank is not a party to the transaction, it is evident that its resources are indirectly drawn upon for the speculative field. There has been no expansion of credit in the commercial field in the past year which would call for an advance of the discount rate, but there has been a great expansion in the speculative field, and the demand for money there has not only raised interest rates on collateral loans but pulled up the rates on commercial paper.

"With the member banks able to rediscount eligible paper at 3½ per cent. and lend the proceeds on collateral security at 4½ or 5 per cent., the back door to reserve credit is open to speculative activities, and without doubt advantage has been taken of the opportunity during the past year. In the post-war boom the reserve banks were drawn into the inflation so far that when the chief need for their services arose they had little power of expansion remaining. That never should happen again. In normal times the resources of the reserve banks should be kept mainly in reserve for use when an emergency arises. Reserve resources should not be allowed to contribute to speculative excesses."

**New York Discount Policy**

Mr. Roberts points out that the expansion of bank credit since the first of the year has been outside the New York Federal Reserve District, that credit obtained from the New York banks has not been an important factor in the stock market activity, and, therefore, the New York reserve bank had good reasons for not advancing its re-discount rate even though ten other reserve banks had. Also a rise in the New York rate would attract gold from abroad, making England's gold resumption problem more difficult and promoting speculation in this country. In regard to the suggestion that the reserve banks should refuse to rediscount eligible paper for member banks who are extending credit for speculative uses, he says:

"This is an exercise of authority which would have to be used with restrained discretion, but the general proposition that a way must be found to prevent the reserve system from contributing to inflation is incontrovertible. It is not clear that a rising discount rate of itself can be relied upon to give the desired degree of control. The discount rate, however, has a psychological effect which is of great influence. This has been demonstrated in recent weeks by the results of the moderate action of the reserve banks. The disturbance was out of all proportion to any real change in available credit, but the higher rate was accepted as notice that the supply was running low and the long period of expansion on easy terms approaching the end."

## Staff Gossip

Mr. Huttle, of Mt. Forest branch Montreal Bank, has been transferred to the Wallaceburg branch. — News, Wallaceburg.

* * *

George D. Woodcock, accountant at the Bank of Montreal, Brockville, has received notice of his transfer to Kingston. He will be succeeded in Brockville by J. L. James, Almonte.—British Whig, Kingston.

* * *

Miss Dorothy Castley, of the Canadian Bank of Commerce, Duncan branch, leaves for Vancouver, having been transferred to the branch there. Her place at Duncan will be taken by Miss Viola Harris.—Leader, Duncan.

* * *

James Fenton, who has been accountant at the local branch of the Imperial Bank for the past two years, has been transferred to the branch at Schomberg. Roy George, who has been employed at the Imperial Bank in Galt, has succeeded Mr. Fenton in Listowel.—Banner, Listowel.

* * *

Capt. G. E. Hervey, assistant accountant at the main branch of the Bank of Montreal at Calgary has been transferred to Toronto. He has been with the Bank of Montreal since 1908 and has been with the Calgary branch of the bank a good part of that time. He has also been at Saskatoon and here.—Times, High River.

* * *

General regret is expressed on every hand at the removal to Vancouver of Brock Robertson, accountant in the Bank of Montreal. Mr. Robertson came here as accountant with the Molsons Bank over eleven years ago and had been here continuously ever since with the exception of about three years overseas. D. Shildrick, late of the Kerrisdale branch of the Bank of Montreal, has been appointed to take the vacancy caused by the removal of Mr. Robertson. —Review, Revelstoke.

* * *

A right royal tribute to his sterling worth as a citizen and one who has for the past seven years been prominently identified with the business life of Moncton, was recently paid W. J. Jardine, manager of the Bank of Nova Scotia, whose transference to the Sussex branch of the bank was recently announced. Senator C. W. Robinson acted as chairman and a complimentary address was read by Matthew Lodge who also on behalf of the citizens presented Mr. Jardine with a handsome purse of gold, accompanied by a beautiful ring for Mrs. Jardine.—Advocate, Newcastle.

## More Bank Branches Closed Than Opened

During the month of November the Canadian chartered banks opened five new branches and closed eight. Following is a list of the branches opened and closed:

**Opened**

**Canadienne Nationale.**—Delson, Que.

**Montreal.**—North Bay, Port Alfred, Corner Brook, Nfld.

**Nova Scotia.**—Manzanillo, Cuba.

**Closed**

**Canadienne Nationale.** — Primeauville, Que.

**Montreal.**—Flesherton, Ont.; Montreal, Stanley and St. Catherine Sts.

**Royal.**—Guernsey, Sask.; Salvador, Sask.; Macrorie, Sask.; Patricia, Alta.; Vancouver, Union Bank branch.

## More Advertising and Lower Prices for Motors

DETROIT.—New weapons of the motor industry in 1926 will undoubtedly be increased advertising and further price cuts. However, price concessions will by no means be general, according to present plans of several leaders. A well-known producer in the higher priced field is scheduled to broaden its market by reducing its popular line about $300. Another company in the same field will maintain present prices on its best selling line and bring out a medium priced car as a subsidiary with which to cater to the popular priced field.

There seems no doubt that the price stimulant will be used in the so-called cheap car field. If all the light sixes which are scheduled for next year (at less than the existing price level of cars in that category) appear in volume, the four-cylinder cars may well look to their laurels. But the four-cylinder people point out that upwards of 3,000,000 cars a year are still four-cylinder cars; that the ratio of fours to the whole shows little change and that each year fewer companies are competing for the four-cylinder business.

## Weekly Bank Clearings

(In comparison with the same week last year.)

**EASTERN CITIES**

| | December 11, 1924 | December 10, 1925 |
|---|---|---|
| Halifax | $3,115,593 | $3,737,153 |
| Moncton | 913,650 | 1,118,390 |
| Sherbrooke | 773,828 | 800,902 |
| Quebec | 5,096,335 | 5,492,383 |
| Montreal | 103,386,276 | 108,974,545 |
| Ottawa | 6,518,083 | 7,714,862 |
| Kingston | 738,016 | 844,601 |
| Peterborough | 869,512 | 853,640 |
| Toronto | 100,578,178 | 112,273,433 |
| Hamilton | 4,922,017 | 5,578,343 |
| Brantford | 889,111 | 1,128,874 |
| London | 2,943,931 | 2,845,023 |
| Kitchener | 944,224 | 1,010,155 |
| Windsor | 3,021,789 | 3,500,533 |
| Total, East | 234,710,543 | 255,872,627 |

**WESTERN CITIES**

| | December 11, 1924 | December 10, 1925 |
|---|---|---|
| Ft. William | 1,228,081 | 1,182,827 |
| Winnipeg | 87,254,862 | 110,211,657 |
| Brandon | 754,799 | 706,217 |
| Regina | 4,848,000 | 6,980,636 |
| Moose Jaw | 1,442,742 | 1,880,973 |
| Saskatoon | 2,037,646 | 2,795,327 |
| Prince Albert | 320,618 | 502,379 |
| Medicine Hat | 344,571 | 489,549 |
| Lethbridge | 626,093 | 706,752 |
| Calgary | 10,329,020 | 9,933,007 |
| Edmonton | 5,250,511 | 5,530,029 |
| New Westminster | 565,397 | 632,601 |
| Vancouver | 14,628,366 | 16,635,966 |
| Victoria | 1,811,930 | 2,190,477 |
| St. John | 2,444,246 | 3,109,365 |
| Total, West | 133,896,882 | 163,487,262 |

## Increase in Deposits Again Greater Than in Current Loans

### Banks Have Plenty of Funds to Finance Business Expansion—Important Changes in Investments Shown in October Statement

With a further increase in savings deposits of $9,000,000 during October, and an increase of only $2,500,000 in current loans, the surplus of funds in the banks available for the financing of business was again increased. It is to this situation and the large supply of money available for the financing of legitimate commercial and industrial enterprises to which the bank executives who have thus far spoken on their annual reports have referred. The surplus of saving deposits over current loans has now reached the total of more than $370,000,000, whereas in the period of expansion prior to the war, such loans were usually greater than deposits by the extent of a couple of hundred millions.

In addition to the expansion in savings deposits during October there was an increase in demand deposits of $8,700,000, making a total increase in deposits in Canada of $17,750,000. During the month an additional sum of more than $25,000,000 was made available for investment in Canada by the reduction of call loans in New York. Canadian call loans were increased by $10,000,000, and substantial increases were made in loans to provinces and on railway securities, while current loans abroad were also higher. There was considerable reduction in loans on public securities and loans to municipalities.

The circulation of additional money reflecting the crop movement, which had its effect on current loans during the previous month, was indicated by an increase of more than $16,000,000 in circulation, while advances from the Dominion government, evidently under the War Measures Act, were increased by about $13,000,000. Reflecting the increase in circulation and the movement of gold to Canada from New York, and offsetting in the immediately available liquid resources the reduction in call loans abroad, were increases of nearly $17,000,000 in specie and more than $14,000,000 in Dominion notes. Holdings of government securities were also substantially increased, and $3,700,000 was added to the gold reserve.

As compared with a year before, savings deposits showed an increase of $88,500,000, and all deposits in Canada an increase of $168,000,000. At the same time current loans were reduced nearly $75,000,000, but call loans abroad were higher by nearly $70,000,000 and Canadian call loans by nearly $17,000,000. Although there were increased advances from the government during October, the total at the end of the month was $62,000,000 less than a year before.

Following are comparative figures for the month and year:

### BANK STATEMENT FOR THE MONTH OF OCTOBER

**ASSETS**

| | October 1925 | September 1925 | Change | October 1924 | Change |
|---|---|---|---|---|---|
| **Immediately Available Liquid Resources** | | | | | |
| Specie | $73,781,778 | $56,924,858+ | $16,856,920 | $59,428,754+ | $14,353,024 |
| Dom. Notes | 137,587,059 | 123,344,163+ | 14,242,896 | 168,055,943— | 30,468,884 |
| Gold Res. | 64,460,332 | 60,760,332+ | 3,700,000 | 53,202,533+ | 11,257,799 |
| U.K. Banks | 12,803,931 | 8,330,792+ | 4,473,139 | 8,025,508+ | 4,778,423 |
| For. Banks | 53,778,639 | 54,477,669— | 699,030 | 107,270,745— | 53,492,106 |
| For. Currency | 24,154,805 | 25,075,737— | 920,932 | 24,293,644— | 138,839 |
| Gov. Secs. | 374,480,948 | 367,947,381+ | 6,533,567 | 361,106,050+ | 13,374,898 |
| Call Loans, Ab'd. | 225,131,700 | 250,825,205— | 25,693,505 | 155,468,182+ | 69,663,518 |
| | $966,179,192 | $947,686,137+ | $18,493,055 | $936,851,359+ | $29,327,833 |
| **Loans and Securities Other Than Those of Canadian Government** | | | | | |
| Pub. Sec. | $138,182,722 | $140,217,663— | $2,034,941 | $137,340,990+ | $841,732 |
| Rly Secs. | 60,423,239 | 55,699,530+ | 4,723,709 | 55,890,765+ | 4,532,474 |
| Can. Call Loans | 130,087,481 | 119,730,033+ | 10,357,448 | 113,185,752+ | 16,901,729 |
| Current | 906,249,140 | 903,717,736+ | 2,531,404 | 981,111,418— | 74,862,278 |
| Loans Ab'd | 227,968,359 | 224,364,128+ | 3,604,231 | 188,473,939+ | 39,494,420 |
| Prov. Loans | 25,405,745 | 19,682,949+ | 5,722,796 | 13,626,556+ | 11,779,189 |
| Municipal | 62,255,969 | 67,174,446— | 4,918,477 | 63,775,211— | 1,519,242 |
| | $1,550,572,655 | $1,530,586,485+ | $19,986,170 | $1,553,404,631— | $2,831,976 |
| **Other Assets** | | | | | |
| Non-Curr. Loans | $10,427,034 | $10,826,596— | $399,562 | $11,433,919— | $1,006,885 |
| Real Estate | 8,564,918 | 8,819,697— | 254,779 | 8,109,105+ | 455,813 |
| Mortgages | 4,957,988 | 4,637,728+ | 320,260 | 3,664,387+ | 1,293,601 |
| Premises | 73,265,386 | 73,386,692— | 121,306 | 72,523,723+ | 741,663 |
| Lets. of Cred. | 65,470,048 | 62,456,232+ | 3,013,816 | 61,243,530+ | 4,226,518 |
| Loans to Comp. | 5,610,999 | 5,683,454— | 72,455 | 6,749,618— | 1,138,619 |
| Other Assets | 3,530,991 | 3,462,652+ | 68,339 | 3,900,580— | 369,589 |
| | $171,827,364 | $169,273,051+ | $2,554,313 | $167,624,862+ | $4,202,502 |
| Total | $2,688,579,211 | $2,647,545,673+ | $41,033,538 | $2,657,880,852+ | $30,698,359 |
| Note Circ. Dept. | 5,798,789 | 5,798,696+ | 93 | 6,253,581— | 454,792 |
| Int. Bk. Bal. | 188,342,853 | 183,357,029+ | 4,985,824 | 144,715,923+ | 43,626,930 |
| Gross | $2,882,720,853 | $2,836,701,398+ | $46,019,455 | $2,808,850,356+ | $73,870,497 |
| **LIABILITIES TO THE PUBLIC** | | | | | |
| **Liability to Government and Circulation** | | | | | |
| Circulation | $186,296,589 | $170,080,038+ | $16,216,551 | $172,860,810+ | $13,435,779 |
| Dom. Govt. | 53,778,931 | 40,882,718+ | 12,896,213 | 116,100,909— | 62,321,978 |
| Prov. Govt. | 19,567,865 | 21,181,078— | 1,613,213 | 36,104,866— | 16,537,001 |
| Govt. Advances | 15,650,000 | 11,200,000+ | 4,450,000 | 24,200,000— | 8,550,000 |
| **Deposits by Public** | | | | | |
| Demand Dep. | 598,661,221 | 589,946,106+ | 8,715,115 | 518,771,927+ | 79,889,294 |
| Savings Dep. | 1,277,588,281 | 1,268,554,097+ | 9,034,184 | 1,189,086,750+ | 88,501,531 |
| Total | $1,876,249,502 | $1,858,500,203+ | $17,749,299 | $1,707,858,677+ | $168,390,825 |
| Foreign Dep. | 345,462,690 | 350,231,587— | 4,768,897 | 359,698,817— | 14,236,127 |
| **Due to Banks Abroad, Etc.** | | | | | |
| U. Kingdom | $8,189,140 | $3,324,441— | 135,301 | $8,725,234— | $5,536,094 |
| Foreign | 32,826,066 | 33,192,978— | 366,912 | 30,155,982+ | 2,670,084 |
| Bills Pay. | 9,700,815 | 9,774,566— | 73,751 | 8,687,300+ | 1,013,515 |
| Lets. of Cred. | 65,470,048 | 62,456,232+ | 3,013,816 | 61,243,530+ | 4,226,518 |
| Other Liab. | 1,374,762 | 1,461,721— | 86,959 | 1,393,174— | 18,412 |
| Pub. Liab. | $2,609,566,408 | $2,562,285,562+ | $47,280,846 | $2,527,029,308+ | $82,537,100 |
| Due Bet. Banks | 12,179,809 | 14,458,068— | 2,278,259 | 15,149,193— | 2,969,384 |
| **Liability to Shareholders** | | | | | |
| Dividends | 1,985,988 | $701,723+ | $1,284,265 | 1,868,411+ | 117,577 |
| Reserve | 124,441,700 | 124,441,700 | ...... | 122,875,000+ | 1,566,700 |
| Capital | 116,164,660 | 116,164,660 | ...... | 121,909,560— | 5,744,900 |
| Gross | $2,864,338,565 | $2,818,051,713+ | $46,286,852 | $2,788,831,472+ | $75,507,093 |

NEW ISSUE

**$6,266,500**

**St. Maurice Valley Corporation**

**First Mortgage and Collateral Trust Sinking Fund Gold Bonds**
**6% Series A**

To be dated December 1, 1925 To mature December 1, 1945

Principal and semi-annual interest (June 1st and December 1st) payable at the holder's option in Canadian gold coin at The Royal Bank of Canada in Toronto, Montreal, Halifax, St. John, Winnipeg, Regina, Edmonton and Vancouver, or in United States gold coin at the Agency of The Royal Bank of Canada, New York, or in gold coin of the Kingdom of Great Britain at The Royal Bank of Canada, London, England, at the fixed rate of $4.86⅔ to the £1 sterling. Issuable as coupon Bonds in denominations of $1,000 and $500 registerable as to principal only, or fully registered Bonds in denominations of $1,000, or authorized multiples thereof. Coupon Bonds and fully registered Bonds interchangeable as provided in Trust Deed. Redeemable as a whole or in part at the option of the Corporation on any interest date on sixty days' notice at the following prices and accrued interest: at 105 if redeemed on or before December 1st, 1930, and thereafter at ¼ of 1% less for each subsequent year, or fraction thereof.

Montreal Trust Company—Trustee.

**These Bonds will be offered simultaneously in Montreal, Toronto and New York. In addition, there will also be offered in London, England, £500,000 ($2,433,333) of 6% Registered Debenture Stock, Series A, ranking pari passu therewith.**

**Sinking Fund for first five years $175,000 per annum and for succeeding years $250,000 per annum plus in each case an amount equal to interest on Bonds and/or Registered Debenture Stock redeemed through the Sinking Fund.**

**Legal Investment for Life Insurance Companies under the Insurance Act, 1917, Canada.**

*For detailed information, we refer to the official prospectus containing letter from Sir Herbert S. Holt, President of the Corporation, which has been summarized in part as follows:*

**The Corporation**

The St. Maurice Valley Corporation has acquired the properties of St. Maurice Paper Company, Limited, and over 85% of the authorized and outstanding $8,500,000 Common Shares of Belgo Canadian Paper Company, Limited. The Corporation has arranged an agreement with Belgo Canadian Paper Company, Limited, whereby the business and properties of the latter will be leased and operated by the Corporation.

The Corporation therefore owns or controls two newsprint mills with a combined annual capacity of 195,000 tons newsprint. In addition, it has an annual capacity of 18,000 tons kraft pulp. The Corporation is the third largest producer of newsprint in the Dominion of Canada.

**Earnings**

The average annual net earnings of the business acquired by the Corporation, and of Belgo Canadian Paper Company, Limited, as certified by Messrs. P. S. Ross & Sons, Chartered Accountants, Montreal, for the five years and nine months ended September 30th, 1925, after operating expenses, including maintenance and repairs, available for interest on these Bonds, depreciation and income taxes, were $2,178,572—or over four times the annual interest on the Bonds and Registered Debenture Stock presently to be issued.

For the nine months ended September 30th, 1925, net earnings of the business acquired by the Corporation, and of Belgo Canadian Paper Company, Limited, as certified by Messrs. P. S. Ross & Sons, Chartered Accountants, after operating expenses, including maintenance and repairs, available for interest on these Bonds, depreciation and income taxes, were $2,445,372—or at the rate of $3,260,496 per annum, equal to over six times annual interest on the Bonds and Registered Debenture Stock presently to be issued.

**Assets Securing Bonds**

There will be subjected to the direct, specific charge of the Trust Deed securing the Bonds, physical assets, including lands, buildings, plants, machinery, equipment and timber leases, included in the Consolidated Balance Sheet, certified by Messrs. P. S. Ross & Sons, Chartered Accountants, at $14,143,646, against which amount there is carried a depreciation and depletion reserve of $2,056,659. There will also be pledged under the direct specific charge of the Trust Deed over 85% of the authorized and outstanding Common Shares of Belgo Canadian Paper Company, Limited, said pledged Shares having a book value of $9,662,217, according to the certified balance sheet of that company as at September 30th, 1925.

According to the Consolidated Balance Sheet, the combined net current assets of the Corporation and Belgo Canadian Paper Company, Limited, as at September 30th, 1925, after deducting all current liabilities, aggregated $4,649,691.

**Bond Issue**

The total amount of Bonds (including Registered Debenture Stock) which can be issued under the Trust Deed, for the purposes and under the restrictions therein provided, is $15,000,000, or its equivalent in Sterling at the rate of $4.86⅔ to £1. Of the $8,699,833 Bonds of Series A authorized for immediate issue, $6,266,500 will be offered as coupon or fully registered First Mortgage and Collateral Trust 6% Sinking Fund Gold Bonds; and £500,000 ($2,433,333) will be offered as 6% Registered Debenture Stock. At the option of the Corporation and with the consent of the holder, Bonds may be converted into Registered Debenture Stock of an equivalent principal amount, and vice versa.

*We offer these Bonds for delivery if, as and when issued and received by us and subject to the approval of our Counsel, at*

**Price: 99 and interest, yielding nearly 6.10%**

**Wood, Gundy & Company**

Toronto
Winnipeg
London, Ont.

36 King Street West
TORONTO
Telephone: Elgin 4321

Montreal
New York
London, Eng.

*The information contained in this advertisement is based upon statements and statistics on which we have relied in the purchase of these Bonds. We do not guarantee, but believe, the statements herein made to be true.*

# ENCOUNTER MORE OIL INDICATIONS IN ALBERTA FIELD

## Two Wells Strike Flow But Pipe it Off

From Our Own Correspondent.

CALGARY.—The following is an exact statement of facts about Wells Drilling in the Turner Valley to date:

Advance No. 1 just east of the anticlinal axis, two and three-quarter miles southeast of Royalite No. 4, the naptha well of Imperial Oil, is an attempt to drill the old Acme well deeper. The old well was down 3,160 feet. Advance Co. tried to pull the six-inch casing which parted 400 feet from bottom. All the rest was taken out, and they are now trying for the 400 feet which broke off. There is 3,000 feet of water in the hole, but no oil. The objective of the operation is the Royalite sand.

MacLeod No. 2, half a mile south of Royalite 4, and one-third of a mile west of anticlinal axis, struck a flow of gravity oil at 2,744 feet last Wednesday. The oil rose 300 feet in the hole. No quantity test was made. An 8¼ inch casing was lowered, shutting off the flow of oil, and the company is going ahead drilling and is now down to 2,820 feet. The objective is the Royalite sand, in which Royalite No. 4 got such good results slightly east of anticlinal axis at 3,740 feet.

### Cased Off Flow

Vulcan Well, half a mile northwest of Royalite No. 4, and a few yards east of the anticlinal axis, struck a small flow of oil several weeks ago at about 2,900 feet, but cased off the flow and is now down to 3,350 feet with an eight-inch hole. The casing is running down behind tools, and the well is in fine shape. The drilling objective is the Royalite sand.

Royalite No. 5 well is drilling with a heavy rotary equipment which has not been found very successful in this field. It has a bad fishing job on its hands, at 2,518 feet, where the drilling stem parted 500 feet from the top about ten days ago, and the bit is still fast in the hole. The location of the well is 400 yards north of Royalite 4.

Royalite No. 6 is being drilled slightly east of anticlinal axis, but located mile and a half southeast of Royalite No. 4 to determine the area of the Royalite sand, and is drilling with a heavy rotary. The progress is slow, the well now being 2,217 feet.

### Deep Drilling Necessary

Big Chief well is eleven hundred feet north and slightly east of Royalite No. 6. Geologists say it is a good location, but will probably require deep drilling, maybe 5,500 feet to the Royalite sand. The well is down 1,050 feet, with twenty-inch hole. Drilling has been suspended the last ten days over trouble with the crew. The company says they will run a 15¼-inch casing when they start drilling again. Some of it is already on the ground.

Illinois-Alberta is drilling half a mile west of Royalite No. 4 and is down 3,095 feet, with a six-inch bit, which is fifty-five feet past the point where the old bit was lost. They claim they have a six and quarter-inch casing lowered past the lost bit. The objective is the Royalite sand.

Royalite No. 4 shows no decrease in the production of oil or gas, since it was brought it on October 14, 1924. The well has just been connected to the pipe line to Imperial Oil's Calgary refinery. Official figures on the monthly production of 73 gravity naptha in barrels since June are:

| Month | Barrels |
|---|---|
| June | 14,409 |
| July | 15,308 |
| August | 14,379 |
| September | 12,702 |
| October | 13,330 |

Average daily, 465 barrels.

### Royalite 4 Production

These are delivery figures at the refinery where the oil has been hauled by tank trucks. There is much stored in the field, owing to the impassable condition of the roads in September and October.

The Royalite $250,000 gas scrubbing plant has just been completed, and the company will begin selling No. 4 gas this week to the Calgary Gas Co. at 10 cents per thousand cubic feet. The open flow of the well is between 18,000,000 and 19,000,000 cubic feet daily.

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## HOLT, RENFREW & CO. LIMITED

**Dividend Notice on Preferred Stock**

Notice is hereby given that a dividend of 1¾% on the Preferred Stock of Holt, Renfrew & Co., Limited, has been declared for the fourth quarter of 1924, being No. 22, payable on the 2nd day of January, 1926, to Shareholders of record at the close of business on the 29th day of December, 1925.

By order of the Board.

R. B. LINDSAY,
Secretary-Treasurer.
Montreal, December 16th, 1925.

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## Canada Cement Company Limited

**Ordinary Shareholders' Dividend No. 39**

Notice is hereby given that a dividend of 1½% for the three months ending December 31st, 1925, being at the rate of 6% per annum on the paid-up Ordinary Stock of this Company has been declared, and that the same will be paid on the 16th day of January next, to Ordinary Shareholders of record at the close of business December 31st, 1925.

H. L. DOBLE, Secretary.
Montreal, December 15th, 1925.

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# The Foreign Exchanges

Conducted by S. J. ZACKS.

The rapid decline of the franc, reflecting the weakness of the new French government, was the predominant factor in the oscillations of the foreign exchanges during the week. The market for Europeans was somewhat unsteady; the Italian lire and the Belgian franc reacted fractionally. These two currencies, whcih during the past few years have moved with the French franc, held up against the bears largely through the concerted buying by the Italian and Belgian governments.

With the raising of the discount rate, sterling strengthened during the week. No doubt the efflux of gold has been checked and floating balances will now be attracted to London. Furthermore, knowledge of the fact that the British government has used and will continue to use its American credits if necessary, has no doubt checked bearish selling.

A feature of the week is the rise of the Japanese yen to new high of 43.81, on Wednesday, for the year. Keen speculation in the yen, reflecting Japan's splendid economic recovery and export surplus for November, is in part responsible for the rise, which is expected to continue. In the South American group the continued strength of Brazilian attracted some attention.

The only hopeful sign in the French situation is that the lack of confidence shown in Mr. Loucheur's tax proposals are generally not regarded as a lack of confidence in the proposals, but rather in the proposer, who, it is thought, is not strong enough to carry through such drastic legislation. Predominating opinions appear to favor the German view at the present time, and they expect that the French franc will decline further.

It has been suggested that the Bank of France has during this panicky period been active in London and Paris and has done much to hold up the franc. Is there any reason to expect relief from this source? Furthermore, it might also be asked, are the Morgan credits large enough to be of any avail?

**NEW YORK FUNDS**

| | High | Low | Last year High | Last year Low |
|---|---|---|---|---|
| Dec. 10 | 3-64 | 1-32 | 7-16 | 5 16 |
| Dec. 11 | 1-16 | 3-64 | 17-32 | 7-16 |
| Dec. 12 | 1-16 | 3-64 | 19-32 | 1-2 |
| Dec. 14 | 3-64 | 3-64 | 11-16 | 5-8 |
| Dec. 15 | 3-64 | 1-32 | 11-16 | 1-2 |
| Dec. 16 | 1-32 | 1-32 | 5-8 | 17-32 |

**STERLING, FRANCS AND LIRE**

| | Sterling Demand | Francs Demand | Lire Demand |
|---|---|---|---|
| Dec. 10 | 4.84¾ | 3.76½ | 4.02¼ |
| Dec. 11 | 4.84 11/16 | 3.67¾ | 4.03¾ |
| Dec. 12 | 4.84⅝ | 3.64½ | 4.03½ |
| Dec. 14 | 4.84⅝ | 3.61 | 4.03½ |
| Dec. 15 | 4.84⅝ | 3.59¾ | 4.03¾ |
| Dec. 16 | 4.84 11/16 | 3.64¼ | 4.03¾ |

**OTHER EXCHANGES**

| Par | | Close Dec. 9 | Close Dec. 16 |
|---|---|---|---|
| 19.30 | Italian | 4.03¼ | 4.03¼ |
| 23.82 | German | 23.82 | 23.82 |
| 32.45 | Brazilian | 14.05 | 14.20 |
| 19.30 | Belgium | 4.53 | 4.53½ |
| 49.85 | Japan | 42.96 | 43.81 |

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## The Consolidated Mining and Smelting Company of Canada, Limited

**DIVIDEND No. 43**

Notice is hereby given that a Dividend of Three Per Cent. (3%) on the paid-up Capital Stock of the Company for the six months ending December 31st, 1925, and a bonus of Five Dollars per share has this day been declared, payable on the 15th January, 1926, to shareholders of record at the close of business on the 31st December, 1925.

By Order of the Board.

J. E. RILEY,
Secretary.
Montreal, December 15th, 1925.

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## Monarch Mortgage and Investments, Limited

**PREFERRED DIVIDEND**

Notice is hereby given that a dividend at the rate of Eight (8%) per cent. per annum has been declared on the paid-up Preference shares of this Company, for the half-year period ending December 31st, 1925, payable January 15th, 1926, to shareholders of record the 31st day of December, 1925.

**COMMON DIVIDEND**

The directors have also declared a dividend at the rate of Two (2%) per cent. per annum, on the Common shares of the Company, covering the same period, and payable at the same time, to shareholders of record, December 31st, 1925.

By order of the Board,

EDWARD A. TANNER,
Secretary.
Toronto, December 10th, 1925.

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**Accountant**

experienced, is open for engagement; thorough knowledge of financial statements, credits, collections, etc. High class credentials.

Box 900,
Financial Post,
Toronto, 2, Ont.

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## The Royal Bank of Canada

**ANNUAL MEETING**

THE Annual General Meeting of the Shareholders of the Bank will be held at the Head Office, 147 St James Street, in the City of Montreal, on Thursday, the 14th day of January, 1926, at 11 o'clock, a.m.

C. E. NEILL,
General Manager.
Montreal, December 1, 1925.

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## OTTAWA LIGHT, HEAT & POWER COMPANY, LTD.

**Common Stock Dividend No. 20d**

Notice is hereby given that a quarterly dividend of 1½% (one and one-half per cent.), being at the rate of 6% per annum, on the Common Stock of this Company has been declared for the period ending December 31st, 1925, and payable that date to Shareholders of record at the close of business on the 15th day of December, 1925.

The transfer books of the Company will not be closed.

By Order of the Board.
D. R. STREET, Secretary-Treasurer.
Ottawa, December 11th, 1925.

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## OTTAWA LIGHT, HEAT & POWER COMPANY, LTD.

**Preferred Stock Dividend No. 3a**

Notice is hereby given that a quarterly dividend of 1⅝% (one and five-eighths per cent.), being at the rate of 6½% per annum, on the Preferred Stock of this Company has been declared for the period ending December 31st, 1925, payable January 1st, 1926, to Shareholders of record at the close of business on the 15th day of December, 1925.

The transfer books of the Company will not be closed.

By Order of the Board.
D. R. STREET, Secretary-Treasurer.
Ottawa, December 11th, 1925.

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## The Steel Company of Canada, Limited.

**Preference Dividend No. 58**

Notice is hereby given that a dividend of one and three-quarters per cent. on the issued and fully paid Preference shares of the Company has been declared for the quarter ending December 31, 1925.

**Ordinary Dividend No. 36**

Notice is also given that a dividend of one and three-quarters per cent. on the issued and fully paid Ordinary shares of the Company has been declared for the quarter ending December 31, 1925.

The above dividends are payable February 1st, 1926 to shareholders of record at close of business January 8th, 1926.

By order of the Board,
H. H. CHAMP, Secretary.
Hamilton, Ontario,
December 10th, 1925.

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## The Dominion Bank

Notice is hereby given that a Dividend of three per cent. upon the paid-up Capital Stock of this Institution has been declared for the Quarter ending 31st December, 1925, and, in addition, a Bonus of one per cent., making a total distribution of thirteen per cent. for the current year. The Dividend and Bonus will be payable at the Head Office of the Bank and its Branches on and after Saturday, the 2nd day of January, 1926, to Shareholders of record of 19th December, 1925.

The Annual General Meeting of the Shareholders will be held at the Head Office of the Bank, in Toronto, on Wednesday, the 27th January, 1926, at twelve o'clock noon.

By Order of the Board.

C. A. BOGERT,
General Manager.
Toronto, 20th November, 1925.

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## The Toronto General Trusts Corporation

**Dividend No. 118**

Notice is hereby given that a dividend of three per cent. (3%) has been declared upon the paid-up capital stock of this Corporation for the quarter ending December 31st, 1925, being at the rate of

**Twelve Per Cent. Per Annum**

and that the same will be payable on and after Saturday, the Second Day of January, 1926. The transfer books of the Corporation will be closed from Thursday, the 17th day of December, until Thursday, the 31st day of December, both days inclusive.

By order of the Board of Directors.

W. G. WATSON,
General Manager.
Toronto, December 1st, 1925.

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## Belgo Canadian Paper Co., Limited

**DIVIDEND NOTICE**

Notice is hereby given that the following dividends have been declared for the quarter ending 31st December, 1925:

Dividend No. 10 on the Preferred Stock: One and three-quarters per cent. (1¾%) payable on the 2nd day of January, 1926 to shareholders of record of the 12th day of December, 1925.

Dividend No. 5 on the Common Stock: One and a half per cent. (1½%) payable on the 11th day of January, 1926, to shareholders of record of the 31st day of December, 1925.

By order of the Board,

A. DEHAUFFE,
Secretary-Treasurer.
Montreal, November 30, 1925.

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### CAPE BRETON'S OLD HOME WEEK

SYDNEY.—Encouraged by their success in advertising for increased tourist business in 1925, the Associated Boards of Trade of Cape Breton have launched an old home week for the summer of 1926. This little island has sent hundreds of thousands of hardy Scottish citizens to every corner of the United States and Canada, and newspaper advertising will be largely employed in an effort to induce a general homeward trek and re-union.

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## THE Toronto Mortgage Company

**Quarterly Dividend**

Notice is hereby given that a Dividend of Two and one-half per cent., being at the rate of Ten per cent. per annum, upon the paid-up Capital Stock of this Company, has been declared for the current quarter, together with a bonus for the year of One per cent., both payable on 1st January, 1926, to Shareholders of record on the books of the Company at the close of business on 15th instant.

By order of the Board,
WALTER GILLESPIE,
Manager.

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## Laurentide Company Limited

**DIVIDEND NOTICE**

A dividend of one and one-half per cent. (1½%) has been declared upon the Capital Stock of this Company, for the quarter ending December thirty-first, 1925, payable Saturday, January second, 1926, to Shareholders of record at the close of business December seventeenth, 1925.

By order of the Board of Directors.

W. F. ROBINSON,
Secretary.
Montreal, December 10th, 1925.

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## CANADIAN LOCOMOTIVE COMPANY, LIMITED.

**Dividend No. 56**

Notice is hereby given that quarterly dividend of one and three-quarters per cent. on the Preferred Stock was declared payable January 1st, 1926, to shareholders of record December 20, 1925.

G. W. DALY,
Secretary.
Kingston, Ont.
December 9, 1925.

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## Canadian Pacific Railway Company

**Dividend Notice**

At a meeting of the Board of Directors held to-day a dividend of two and one-half per cent. on the Common Stock for the quarter ended 30th September last was declared from railway revenues and Special Income, payable 31st December next to Shareholders of record at three p.m. on 1st December next.

By order of the Board,

ERNEST ALEXANDER,
Secretary.
Montreal, 10th November, 1925.

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## The Trinidad Electric Company, Ltd.

Notice is hereby given that a dividend of 1¼% for the quarter ending Dec. 31st, 1925, on the Capital Stock of the Company has been declared.

Warrants will be issued and mailed to the address of each shareholder and are payable at the Royal Bank of Canada, Halifax, N.S., on and after the 10th of January, 1926.

The transfer books of the Company will be closed from the 1st to the 10th of January, 1926, both days inclusive.

By order of the Board.
F. B. OXLEY, Secretary.

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## The Canadian Bank of Commerce

THE Annual Meeting of the Shareholders of this Bank for the election of Directors, and for other business, will be held at its banking house, Nos. 23 to 25 King Street West, Toronto, on Tuesday, the 12th day of January next. The chair will be taken at 12 o'clock noon.

By order of the Board,

JOHN AIRD,
General Manager.
Toronto,
November 27th, 1925.

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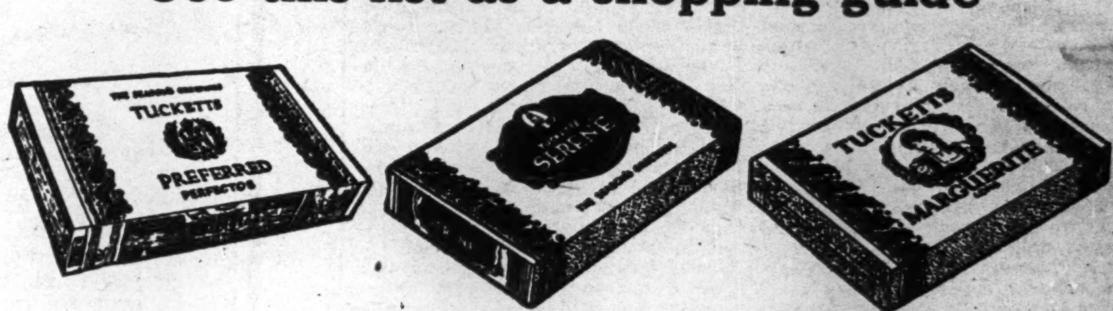
**"Well-I would like a box of good cigars"**

YES, good cigars! When selecting cigars for your smoker friends at Christmas—choose Tucketts. This famous brand has been bought by Canadians for generations. Don't risk disappointment. Take this advertisement to any cigar dealer. He will give you Tucketts in any size or shape you desire—and each box is wrapped in gay Christmas wrappings.

**Use this list as a shopping guide**



**TUCKETTS MARGUERITE**

A cigar which has been favorably known to smokers for over thirty years. Made in two shapes.

| | |
|---|---|
| Marguerites in boxes of 50 | $4.50 |
| Christmas wrapped boxes of 25 | 2.50 |
| Christmas banded boxes of 10 | .95 |

**TUCKETTS SERENE**

A moderate sized cigar, mild and fragrant, of the famous "Tuckett" quality.

| | |
|---|---|
| Per box of 50 | $4.50 |
| Christmas wrapped box of 25 | 2.50 |
| Christmas banded box of 10 | .95 |

**TUCKETTS CLUB SPECIAL**

Here is another Tuckett brand which has been well and favorably known to discriminating smokers for many years.

| | |
|---|---|
| In boxes of 50 | $5.50 |
| Christmas wrapped boxes of 25 | 2.75 |
| Christmas banded boxes of 10 | 1.20 |

**TUCKETTS PREFERRED PANETELA**

No cigar of its size and quality has achieved such general popularity. Tucketts Preferred Panetela pleases the most discriminating smoker.

| | |
|---|---|
| In boxes of 50 | $6.00 |
| Christmas wrapped boxes of 25 | 3.00 |
| Boite Nature Cedar boxes of 10 | 1.40 |
| Christmas banded packages of 10 | 1.25 |

**TUCKETTS PREFERRED PERFECTO**

Another very popular size and shape in the famous Preferred line. A full bodied yet mild cigar of the most delightful fragrance.

| | |
|---|---|
| In boxes of 50 | $7.00 |
| Christmas wrapped boxes of 25 | 3.50 |
| Boite Nature boxes of 10 | 1.60 |
| Christmas banded boxes of 10 | 1.40 |

*All Tuckett Cigars in attractive Christmas Wrappings*

Sold by Good Dealers Everywhere

TUCKETTS PREFERRED
PANETELAS
CLARO
Panetelas

C401